

THE NATIONAL Provisioner

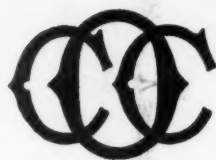
THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 96

MARCH 27, 1937

Number 13

1914



1937

OUR 23RD ANNIVERSARY

Another year has passed, and a glorious page has been written in sausage history. New heights have been reached, both in tonnage and quality and we firmly believe that record quantities were attained because record quality was maintained. Our organization has always emphasized primarily a high standard of quality in the manufacture of its product, and we believe that our growth has proven the wisdom of this policy.

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We are sincerely appreciative of the confidence and endorsement which our friends have increasingly extended to us.

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"BUFFALO" Grinders are carefully designed so that the meat is taken to the knife and plate in a steady flow only as fast as it can be cleanly cut. Backing up, mashing and heating of the meat are eliminated.

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Has as great a capacity for producing properly ground meat as any grinder ever developed.

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Announcing "VISKING" 5½ in. Colossal-Size Casings

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Firm.....

Name.....

Address.....

City..... State.....

THE NATIONAL PROVISIONER

The Magazine of the Meat Packing and Allied Industries

Volume 96

MARCH 27, 1937

Number 13



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Daily Market Service
(Mail and Wire)

"THE NATIONAL PROVISIONER DAILY MARKET SERVICE" reports daily market transactions and prices on provisions, lard, tallows and greases, sausage materials, hides, cottonseed oil, Chicago hog markets, etc.

For information on rates and service address The National Provisioner Daily Market Service, 407 S. Dearborn St., Chicago.

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ADELMANN PRODUCTS

FOOT PRESS

The Adelmänn Foot Press closes retainers with minimum labor. Exerts exactly proper pressure on every ham. Simple to use, fast to operate. Handles all sizes and types of boilers. A practical necessity!

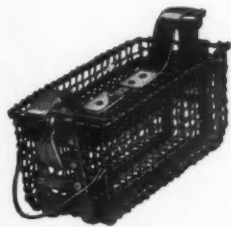


WASHER

The Adelmänn Washer eliminates hand-scrubbing of retainers—does a better, quicker, more thorough job. Electrically driven brushes reach every part of retainer. Constant agitation of cleaning solution speeds washing operation. Cuts costs, improves product!



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*with proven ability
for building profit!*



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Adelmänn Luxury Loaf Container has long been a favorite for producing quality meat loaves that look and sell better. High efficiency achieved by using the famous Adelmänn Yielding Springs and Self-Sealing Cover. Improves the product!



The profits you make on boiled hams depend greatly on the ham retainers and equipment you use.

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Made of Cast Aluminum, Tinned Steel, Monel Metal, and Nirosta (Stainless) Steel. The most complete line available. Liberal trade-in allowances on your old retainers. Write!

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Week Ending March 27, 1937

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in Metal Con-
tainer Group

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ALL-AMERICA
PACKAGING AWARDS

Whatever your product may be, Canco can produce a package for it that will help you *win more sales*. For that's what eye-appeal and advanced container features *do*, besides winning prizes. Canco containers must be economical, too, or Canco could not have become the world's largest manufacturer of metal and fibre containers. Write for ideas appropriate to your type of product. Address Department NP-4.



SILVER AWARD
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AMERICAN CAN COMPANY

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"Gristede Bros. has been using Generals for more than twenty years. This should

be evidence as to the service of the General. The Generals are reliable and dependable."

Your General Tire Dealer has a complete, specialized line of truck tires. He is a practical truck tire man with wide experience and knowledge. He can save you money. Call him in.

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THE GENERAL HEAVY DUTY HIGHWAY BALLOON is built for speed and long haul work. It is only one of the complete line of Generals... each designed and built specifically to do a certain job better.

GENERAL TRUCK TIRES



STRONGER—all plies are *full* plies anchored at the bead—no floating "breaker strips"—every inch and every ounce is there for just one purpose—to produce more miles and a lower cost for you.

COOLER—they flex uniformly without that heat-producing "hinging action" of ordinary breaker-strip tires. Heat kills the life of cords and cuts down the miles in a tire. Generals are *cool*—that's why they run more miles at a lower cost for you.

"COMPACT RUBBER" TREADS—all tires stretch due to fatigue in the fabric, but Generals, having no idle, half-way plies, stretch least of all. The tread is kept compact and compressed against the road—that's why it produces more miles and reduces your cost.

Quality Counts!

Dependable Selection
Uniform Quality
Prompt Service

Armour's

BEEF - HOG - SHEEP

CASINGS

Always the Best

ARMOUR AND COMPANY

CHICAGO

THE NATIONAL PROVISIONER

MARCH 27, 1937

*The Magazine of the Meat
Packing and Allied Industries*

MEAT Production At HIGH LEVEL

★ Census Ranks Meat Packing Among First Industries

MEAT packing maintains its rank among the first industries of the country in volume of business and value of product, according to the most recent biennial U. S. Census of Manufactures.

In 1935, the year of most recent report, value of the industry's production was 58.5 per cent higher than the 1933 valuation and 7 per cent higher than the 1931 valuation.

This marked rise took place in spite of a sharp decline in one major class of meat animals—hogs—the full effect of which was evident in 1935. So marked was the volume increase in other classes, and in the production of sausage and other meat specialties, that the influence of pork shortage on total valuation failed to reverse the upward trend.

Stability of Meat Packing

Difficult years came to the meat industry, along with all other industries, following the market collapse of 1929 and the gradual decline in prices and in consumer buying power.

But throughout the years of greatest depres-

sion in other industries volume of production in meat packing was high. When unemployment was at its height the meat packing industry increased its employees by thousands.

Then, toward the close of 1933, the government put into force a reduction program for hogs and corn. This was followed by record drought in the summer of 1934, when hogs were hit the hardest owing to control programs already under way. The hog crop was among the smallest on record. By

1935 the shortage was reflected in the meat industry's production volume, which was approximately 11 per cent under that for 1931.

By 1936 the hog crop had increased approximately 33½ per cent and industry volume took a sharp upward trend.

Although millions of cattle and calves were slaughtered in a drought relief program, the cattle population was so large that little effect was evident in the marketings of succeeding years.

Sensational Sausage Growth

Most spectacular of all trends in the meat industry in recent years has been the increase in pro-

STILL GOING UP!

WHILE no census figures are as yet available for 1936, federally-inspected production for the census years here shown and for 1936 indicate that production of meat, lard and sausage and meat loaves was larger in 1936, even than in the peak year 1929.

INSPECTED PRODUCTION

ALL MEATS:

1936.....	12,751,000,000 lbs.
1935.....	10,274,000,000 "
1933.....	12,981,000,000 "
1931.....	12,520,000,000 "
1929.....	12,697,000,000 "

LARD:

1936.....	992,000,000 "
1935.....	662,000,000 "
1933.....	1,003,612,000 "
1931.....	975,932,000 "
1929.....	918,394,000 "

SAUSAGE, MEAT LOAVES, ETC.:

1936.....	889,000,000 "
1935.....	766,000,000 "
1933.....	670,000,000 "
1931.....	698,000,000 "
1929.....	785,000,000 "

duction of sausage, meat loaves and other meat specialties. In 1929—a year of high prices and high buying power—sausage production was valued at \$108,250,000. In 1931, when price declines were becoming quite evident, value of these products was only \$84,332,000.

In 1933, when prices were very low, production had increased sufficiently to raise the total valuation of the year's output to \$86,450,000. And in 1935, when prices were still well below the 1929 level, the marked increase in pro-

duction brought the valuation to \$130,100,000—an increase of \$28,000,000 over the 1929 valuation.

This output of sausage, meat loaves and other prepared meats has taken place in meat packing establishments, in sausage factories and in specialty food factories.

Meat Loaves Lead Parade

Much of the production increase in 1935 over 1929 was in such specialty products as meat loaves, head cheese

and similar products. There was some increase in output of fresh and fresh cooked sausage, but an actual decline in the output of dry sausage.

Summary figures for the meat packing industry, for the biennial periods from 1929 to 1935 inclusive, are shown in the following tables. In some cases comparable figures for 1933 are not available. The compilations are published as the preliminary figures of the U. S. Census Bureau, and are the latest available figures.

SUMMARY OF THE INDUSTRY

Establishments, Wages and Wage Earners, Cost of Materials and Value of Product				
	1935.	1933.	1931.	1929.
Number of establishments	1,223	1,078	1,200	1,277
Wage earners (average for the year).....	110,620	113,193	106,707	122,505
Wages ¹	\$136,467,687	\$112,265,704	\$134,529,752	\$105,867,420
Cost of materials, containers, fuel, and purchased energy ²	\$2,080,004,273	\$1,202,539,178	\$1,839,259,001	\$2,074,127,757
Value of products ³	\$2,362,369,081	\$1,490,085,488	\$2,180,823,462	\$3,434,654,098
Value added by manufacture ⁴	\$332,364,808	\$287,546,310	\$341,563,561	\$460,526,341

¹Not including salaried officers and employees. Wage earners are an average of numbers reported.

²Profits or losses can not be calculated from the census figures because no data are collected for certain expense items, such as interest, rent, depreciation, taxes, insurance, and advertising.

³Value of products less cost of materials, containers, fuel, and purchased electric energy.

MEAT PRODUCTION AND VALUE

	1935.	1931.	1929.
AGGREGATE VALUE.....	\$2,362,369,081	\$2,180,823,462	\$3,434,654,098
FRESH MEATS:			
Total pounds.....	8,807,528,220	9,888,053,071	9,844,659,812
Total value	\$1,147,870,478	\$1,177,079,631	\$1,780,842,550
BEEF:			
Pounds	4,746,612,058	4,552,908,215	4,575,491,960
Value	\$375,341,274	\$543,585,003	\$659,802,873
VEAL:			
Pounds	661,616,346	530,366,341	511,102,745
Value	\$50,190,923	\$67,648,977	\$107,186,896
MUTTON AND LAMB:			
Pounds	766,667,291	771,577,635	601,718,832
Value	\$113,006,446	\$116,746,700	\$145,416,001
PORK:			
Pounds	2,065,469,044	3,467,078,351	3,571,276,745
Value	\$328,617,067	\$403,900,555	\$603,537,342
EDIBLE ORGANS, TRIPE, Etc.:			
Pounds	543,720,287	537,446,840	568,686,957
Value	\$48,862,144	\$43,601,517	\$63,029,655
OTHER FRESH MEAT:			
Pounds	23,438,203	29,275,689	16,382,573
Value	\$1,850,024	\$1,617,079	\$1,859,792
CURED MEATS:			
Total pounds.....	2,139,490,320	3,234,910,084	3,751,962,635
Total value	\$440,989,915	\$461,020,719	\$748,418,116
BEEF, pickled and other cured:			
Pounds	63,036,532	71,346,018	71,593,184
Value	\$11,901,206	\$13,235,397	\$21,748,985
PORK, pickled and dry—cured, smoked:			
Pounds	837,828,359	1,206,587,703	1,296,187,024
Value	\$194,575,150	\$209,056,307	\$302,925,443
PORK, dry-salted, smoked:			
Pounds	81,294,784	114,077,175	101,778,955
Value	\$17,347,908	\$17,854,498	\$20,642,253
PORK, pickled and dry—cured, not smoked:			
Pounds	642,871,756	1,001,090,715	1,271,066,105
Value	\$120,876,245	\$122,150,035	\$231,241,113
PORK, dry-salted, not smoked:			
Pounds	386,614,472	706,172,419	860,147,550
Value	\$60,808,091	\$61,492,349	\$113,887,800
COOKED HAMS:¹			
Pounds	108,316,617	136,636,054	152,188,917
Value	\$35,581,320	\$37,251,583	\$57,972,432
CANNED MEATS (EXCEPT SAUSAGE):			
Pounds	182,631,970	91,407,854	149,582,361
Value	\$34,958,201	\$21,179,688	\$38,114,158

CANNED SAUSAGE:²

Pounds	19,145,746	13,454,732	19,551,900
Value	\$4,355,402	\$2,449,914	\$4,404,404
SAUSAGE (Not canned), meat puddings, headcheese, etc.:			
Pounds	825,408,464	795,204,163	928,573,434
Value	\$140,429,281	\$125,320,049	\$201,623,004
¹ Cooked hams produced by establishments other than meat packers were reported for 1935, 105,200,641 lbs., value, \$26,725,341; for 1931, 26,205,880 lbs., value, \$7,356,394; for 1929, 13,124,067 lbs., value, \$4,700,192.			
² Canned sausage produced by establishments other than meat packers was reported for 1935, 250,349 lbs., value \$57,472; for 1931, 626,097 lbs., value, \$148,171. No corresponding data for 1929 available.			
³ Sausage (other than canned) produced by establishments other than meat packers was reported for 1935, 507,749,177 lbs., value, \$88,011,651. Sausage and sausage casings to the value of \$5,258,880 were reported in combination for 1935. Production of sausage in other than meat plants reported for earlier years: 1931, 421,689,568 lbs., value, \$69,756,982; 1929, 384,466,096 lbs., value, \$88,856,462.			

SAUSAGE CASINGS:

	1935.	1931.	1929.
Total pounds ¹	91,272,335	70,946,718	116,361,984
Total value	\$13,560,205	\$8,966,777	\$21,847,325

BEEF CASINGS:

Pounds	41,216,796	24,992,413	42,878,150
Value	\$3,481,698	\$2,675,683	\$8,067,061

SHEEP AND LAMB CASINGS:

Pounds	8,954,631	10,131,566	25,271,420
Value	\$2,726,032	\$1,896,838	\$5,124,635

HOG CASINGS:

Pounds	41,100,908	35,822,739	48,212,414
Value	\$7,352,475	\$4,394,286	\$8,655,809

¹Sausage casings, produced in other than meat packing plants in 1935 to the value of \$9,621,248, of which amount \$6,515,111 represents value of 28,992,734 lbs. (quantity not reported for remainder). See also second sentence of footnote 3. Corresponding production in 1931, 29,471,141 lbs.; value, \$4,538,176; in 1929, 59,836,419 lbs., value, \$10,768,500.

PORK AND BEEF FATS:

	1935.	1931.	1929.
LARD:			
Pounds	915,645,875	1,749,797,684	2,041,210,887
Value	\$128,815,334	\$149,491,933	\$248,007,633
OLEO OIL:			
Pounds	69,003,714	80,420,523	
Value	\$6,617,288	\$4,676,954	
OLEO STOCK:			
Pounds	10,907,545	18,771,421	113,230,636
Value	\$1,034,854	\$1,032,910	\$12,403,313
STEARINE (oleo and other):			
Pounds	24,871,491	28,247,748	38,542,996
Value	\$2,432,624	\$1,851,606	\$3,819,386

HIDES, SKINS, PELTS, WOOL AND HAIR

HIDES, SKINS AND PELTS (not including sheep and lamb skins or pickled sheep and lamb skins) ¹ total value.....			
	1935.	1931.	1929.
	\$78,033,605	\$59,946,405	\$100,022,894
CATTLE HIDES.			
CATTLE HIDES, cured:			
Number	10,130,023	8,527,318	7,439,998
Pounds	512,541,085	456,125,293	399,682,332
Value	\$48,071,075	\$34,764,546	\$62,707,050
CATTLE HIDES, uncured:			
Number	1,282,923	1,008,923	2,401,488
Pounds	60,898,098	56,474,334	133,518,512
Value	\$4,662,409	\$2,923,781	\$17,206,761
CALFSKINS.			
CALFSKINS, cured:			
Number	4,778,385	3,691,061	2,707,414
Pounds	59,080,680	46,027,095	35,638,823
Value	\$8,500,937	\$6,471,533	\$7,606,821
CALFSKINS, uncured:			
Number	1,237,523	1,792,827	1,282,882
Pounds	15,186,823	21,278,283	14,934,822
Value	\$1,961,618	\$2,221,541	\$2,682,650

(Continued on page 47.)

MORE SAUSAGE *Plants and* Greater Sausage **VOLUME**

DEVELOPMENT of sausage manufacture as an independent industry—as well as an important part of the meat packing industry—is indicated by trends in number of sausage plants and volume of output as reported by the U. S. Bureau of the Census.

While the larger proportion of sausage and meat specialty production continues in the meat packing industry, there is an increasing number of sausage manufacturers with a steadily growing volume. The increase is in line with the general upward trend in the development of meat products of all kinds, and in the ever-widening acceptance of quality product with appetite appeal.

Production in 1935 in the sausage industry (not including products made in 1,233 meat packing establishments) grew to 478,171,000 lbs., from 377,055,000 lbs. in 1929 and 420,096,000 lbs. in 1933.

This was an increase in volume of

about 26.7 per cent from 1929 to 1935.

More Plants and Workers

There were 808 establishments engaged primarily in the manufacture of sausage, meat puddings, headcheese, etc., and sausage casings in 1935 reporting to the U. S. Census, compared with 714 such plants in 1933, 741 in 1931, and 681 in 1929.

Thus the number of exclusive sausage establishments increased 18.6 per cent between 1929 and 1935.

The sausage industry employed 5,897 wage earners in 1929, but these had increased to 9,164 in 1935. It spent \$103,401,633 for materials, containers, fuel and purchased energy, and its products were valued at \$130,094,926 in 1935, compared with expenditures of \$81,371,697 and product value of \$108,246,194 in 1929.

Combined production of sausage, meat puddings, etc., (excluding casings) in the sausage, meat packing and other

industries during 1935 amounted to 1,352,545,000 lbs., compared with 1,332,591,000 lbs. in 1929. It is apparent that there was some shift in sausage production from the meat packing to the sausage industry during the period, although the packing industry continued as the principal producer of sausage products.

How Production Was Divided

During 1935 sausage production was divided between the sausage and meat industries as follows:

	Sausage Industry	Packing Industry
Fresh sausage, etc.	438,093,000 lbs.	751,806,000 lbs.
Dry sausage	39,827,000 lbs.	73,599,000 lbs.
Canned sausage ..	251,000 lbs.	19,146,000 lbs.
*Total	478,171,000 lbs.	844,454,000 lbs.

*In addition, 25,821,000 lbs. of fresh sausage and 3,999,000 lbs. of dry sausage were made in other industries.

During 1929 the division of sausage production was:

	Sausage Industry	Packing Industry
Fresh sausage, etc.	345,581,000 lbs.	831,218,000 lbs.
Dry sausage	31,474,000 lbs.	97,355,000 lbs.
Canned sausage ..	no data	19,552,000 lbs.
*Total	377,055,000 lbs.	948,125,000 lbs.

*In addition, 7,411,000 lbs. of fresh sausage were made in other industries.

Value of Products

Aggregate value of sausage products manufactured in the sausage, meat packing and other industries during 1935 was \$233,053,806, in which the share of the sausage industry was \$82,890,324, the share of the meat packing industry was \$144,984,683, and the share of other industries was \$5,178,799.

The sausage industry also reported other products (not normally belonging to the industry) valued at \$34,548,140 in 1935 as compared with \$10,165,310 in 1929. Production of sausage casings, in part classified by the Bureau as belonging to the sausage industry, accounted for another \$7,417,602 in 1935. Unclassified sausage and casing production attributed to the industry brought the grand total value of sausage industry products during 1935 to the \$130,094,926 mentioned previously.

GOVERNMENT GRADED MEAT

Meat graded by the U. S. Bureau of Agricultural Economics during January, 1937, with comparisons, is reported as follows:

	Jan., 1937,	Dec., 1936,	Jan., 1936,
	lbs.	lbs.	lbs.
Fresh and frozen:			
Beef	36,015,217	37,767,804	28,864,106
Veal and calf. . .	242,830	315,122	219,410
Lamb and mutton	1,887,023	2,179,004	1,551,470
Pork	227,708	233,800	160,464
Cured:			
Beef	118,229	130,106	76,485
Pork	1,200,758	1,515,899	631,667
Sausage	3,012,229	3,316,855	2,881,324
Other meats and lard	176,567	161,960	107,274
Total	42,880,561	45,620,559	33,992,200



QUALITY SAUSAGE PRODUCTS SELL THEMSELVES

Part of sausage and prepared meat display at Danahy Packing Co. celebration. Advertising display material in colors, which is furnished to all Danahy dealers, helped to add to the effect.



SAUSAGE, LARD AND PRODUCE—ALL HIGHEST QUALITY

1.—A few of the many delicious sausage and "ready-to-serve" products made by the Danahy Packing Co.

2.—Lard in various styles of packages. The Danahy carton line is attractively designed. Display in charge of Chester Cycon (left), who is justly proud of his products.

3.—A small section of the produce display. All varieties of packaged and bulk cheese, poultry, butter and eggs—the two latter under the Danahy Easter brand—were shown.

EASTER BRAND Celebration

**Danahy Packing Co. Marks
50th Year With Open
House and Display**

THE Easter season is considered an appropriate time by the Danahy Packing Company, Buffalo, N. Y., for an annual display of its Easter Brand foods, chief among which are the famous Easter Brand hams.

Few in the industry know that the Danahys have registered "Easter" as their brand in the U. S. Patent Office, and that no other processor has the right to advertise "Easter hams." Everybody is doing it, of course, since Easter hams are the occasion for one of the greatest meat drives in the trade year. But the Danahys seem to have no objection, probably because every time Easter hams are advertised the Danahy brand "gets a break!"

Visitors from Everywhere

This year's Easter celebration was attended by more than 2,500 Danahy customers, not only from the Buffalo territory, but from points as far away as Southern New York and Pennsylvania. It is an event both educational and social they do not like to miss. Displays of all lines of meats and specialties give the dealer many valuable merchandising pointers.

The plant is noted for its up-to-date-ness in equipment, methods and sanitation, and its production is based on the strictest standards of quality. The claim is made that Easter brand meats suffer a minimum of shrink in the dealer's hands, and Easter brand sausage products a minimum of spoilage. This may be one reason for the remarkable loyalty of the Danahy family of dealer customers.

The 1937 Easter celebration marked also the 50th anniversary of the founding of the Danahy Packing Co. It has been a home institution in Buffalo territory for half a century.

Fifty Years of Progress

Somewhere in the '40s a father, mother and six children landed in New York from Ireland. Their name was Danahy. Two sons were Michael, aged 16, and Matthew, 14 years old. Without means, the boys had to look for work. So they drifted to Western New York.

Michael was apprenticed to a farmer, working for his board and clothes. Later he worked for James Metcalfe in a

small stock yards on Elk street. Ambitious to get ahead, he saved enough money to build a small slaughterhouse of his own, and later a plant at the East Buffalo stock yards when it was opened. Here he killed hogs for two years.

In 1871 he bought hogs for Bullymore & Dold, and after the Jacob Dold Packing Co. was formed he became its head hog buyer, and remained in that position until 1887, when he founded the Danahy Packing Co. in company with his brother Matthew, who had also been trained in livestock buying and slaughtering.

A Record of Growth

In 1890 the plant killed 200 to 300 hogs per week. Today the weekly capacity is 4,000 hogs, 300 cattle, 300 calves, 450 lambs. A quality sausage business, in which Danahy specializes, has been built up to a weekly volume of 45,000 lbs.

Matthew Danahy passed away in 1910 and Michael Danahy in 1914. Both were among the founders of the American Meat Packers Association, and each served as a member of its board of directors. The Danahys were always known as cooperative and friendly competitors, and their successors follow the same policy, which causes them to be highly respected in the industry.

Present officers of the company are Arthur T. Danahy, president; S. Edgar Danahy, secretary; Raymond G. Danahy, vice president. It is a family concern, and the family spirit is reflected in the attitude of executive employees and workers. George F. Koehler is superintendent; Harry Brown, master mechanic; Leo Malloy, chief engineer;

GREETINGS BY WIRE

President Arthur T. Danahy (left), secretary S. Edgar Danahy (right) and vice president Raymond G. Danahy (standing) look over several hundred telegrams of congratulation received from customers and competitors.



EASTER HAM

This room was the "high spot" of the Danahy Packing Co.'s Easter food show—1,500 hams on four sides of the cooler, all processed for flavor, tenderness and "holding" ability, and showing a surprising uniformity of color, trim, cure and smoke. Frank Haas, smoked meat foreman checks them up.

Herman (Jack) Barr, sales manager; Wm. T. McGuire, sales promotion manager; Harry Homer, sausage superintendent; Albert Donelson, hog killing and cutting manager; Chas. Miller, beef dept. manager; Arthur H. Mason, head hog buyer; Frank Haas, smoked meat department; Ray Garries, produce department; Leo Claybough, beef cooler manager. Alfred J. Danahy is assistant manager of the beef department, and rising in the ranks. Henry Hafner is credit manager, and Wm. Van Valkenburgh, cashier.

Reasons for Success

Success of the company's policy is typified by the comment made by Michael Danahy many years ago, when

he said: "We have always tried to maintain a high-class product and give the customer exactly what we represented to him. We strive always to maintain a uniformity of products. We have tried to learn what the public needs, and to meet that need."

"Cheapening product never earned a packer a dollar," said Mr. Danahy at that time. "Lowering of standards never added a friend or a patron. Take one item—sausage. There are many kinds of sausage—good, bad, and indifferent. Our policy is to make a product we never have to apologize for; the same as we would use on our own table is what we want our customers to have. We make sausage to please customers, not to use up our offal."

That was said many years ago, and that still continues to be the Danahy policy, which again may explain the reason why customers stick to Danahy. The company has been fortunate in training and acquiring men who could make such a policy effective, both in processing and in sales.

Proof in Product Display

The Easter display in the Danahy plant illustrated the effectiveness of such a policy.

In the sausage department there was one display of the general sausage line,



including products in animal casings and in Viskings. Another room featured a display of sausage specialties, including assorted luncheon meats, baked hams in transparent wraps and a wide variety of meat loaves, such as ham and cheese loaf, tongue and cheese loaf, mosaic loaf, Spanish loaf, mortadella loaf and the famous Danahy de luxe loaf.

In the pork cooler there was a display of all types of pork cuts and specialties and a featured lard display, including the Danahy carton lard and lard in tubs and other packaged forms. There were special displays also in the boneless beef cooler, the calf cooler, etc.

The produce department—called by Danahy the "dairy department"—is the most recent addition. Here there was a display of poultry, butter, eggs and cheese in all forms. This department, instituted only a few months ago, has built up a remarkable volume in a short time, and indicates the profit for the packer in handling such allied lines along with his meat products. Quality is the watchword here, also, and none but the best in each line is handled.

Star of the Show

The display which perhaps attracted the most attention was that in the smoked meat department. Here the big cooler had been cleared, special racks erected around the four walls, and along these walls were ranked 1,500 of the famous Easter Brand hams. In trim, color and quality each one of the fifteen hundred seemed exactly like the other. Not a ham showed a smoke smudge. It was as pretty a smoked meat picture as any dealer ever saw, and it was not surprising that before the day was over far beyond the supply shown in the cooler had been booked for the Easter trade.

Danahy officers and executives were hospitable hosts, and a luncheon of Danahy meats, with adequate liquid refreshment, was partaken of by the thousands of dealer visitors. Company employees prepared and served everything. The famous Danahy "white hots" were a much-demanded delicacy.

MEAT LOAF PRIZE CONTEST

Meat loaves constitute one line of meat specialty production capable of broad expansion. They lend themselves for use as "ready-to-serve" products in the school lunch, for any meal where quick service is desired, or heated as the main item of the family dinner.

Sold either whole, sliced or in 1, 2 or 3 lb. pieces, the housewife finds the loaf a practical, tasty and economical meat service for her family. With wide variety in meat loaves manufactured, and with their good eating qualities kept in the same rank with their good appearance, there should be plenty of temptation for the consumer to buy and plenty of assurance that she will repeat.



SEEN AT A GLANCE

Customers in the retail store will have no trouble in picking out this Nutwood Ham in the distinctive package which won an individual award for design to create retail store visibility in the 1936-37 Irwin D. Wolf packaging competition.

Realizing advantages to the meat packer and sausage manufacturer inherent in the manufacture of a wide variety of meat loaves, Transparent Package Company has announced a loaf contest in which \$500 in prizes will be paid. Conditions of this contest were set forth by the company in THE NATIONAL PROVISIONER of March 13. Its purpose is to develop a wide variety of meat loaf formulas which it will make available to all. Contestants are required to furnish a loaf cooked in Tee-Pak, to supply the formula and manufacturing directions and to have the loaf in the hands of Transparent Package Company in Chicago by April 5.

So much interest has this offer developed that it is now evident that somewhere between 150 and 200 individuals and companies will compete, some indicating that they will submit as many as three or four different loaves. Companies which have developed fine meat loaves are interested in entering the contest as they realize for the one or two formulas submitted they will get 48 formulas in return as 48 cash prizes, ranging from \$5 to \$100 each, are offered.

Ordinary baked loaves are not eligible for competition. Only loaves cooked in Tee-Pak containers, which will be furnished free by the Transparent Package Co., can compete. However, cooked pork loins, cooked and smoked bacon and similar products in a Tee-Pak container can compete.

Competitors' names will not be known to the judges, who will handle only numbered loaves. The loaves will be

judged for appearance, taste, odor, grain, simplicity of production, probable selling qualities and other factors. The first prize is \$100, the second \$50, the third \$25. There are 20 prizes of \$10 each and 25 of \$5 each. Companies not having federal inspection can also compete, the product being shipped as a sample for exhibition purposes and disposed of in Illinois thereafter.

Judges of the contest are B. F. McCarthy, senior marketing specialist, U. S. Bureau of Agricultural Economics; Paul Trier, general manager, Arnold Bros., Chicago; A. W. Paulin, president, Richter's Food Products, Inc., Chicago; John A. Kotal, secretary, National Association of Retail Meat Dealers; Virginia Thompson, home economist, Chicago; Alfred Bertsch, chef, Blackstone Hotel, Chicago, and Paul I. Aldrich, editor, THE NATIONAL PROVISIONER. The contest started March 15 and closes April 5, when all product should be ready for judging.

HAM PACKAGE WINS AWARD

The Nutwood Ham package of the Cudahy Packing Co. won the individual award for "design to create retail store visibility" in the 1936-37 Irwin D. Wolf competition for distinctive merit in packaging, according to an announcement by the American Management Association, sponsors of the competition. The Cudahy package was designed by W. Weber and will be displayed with other winners at the seventh annual Packaging Exposition and Conference at New York City from March 23 to 26.

The Nutwood Ham package is being used as a container for a Southern ham which is produced at the new Cudahy plant at Albany, Ga. The ham is reported to be very tender and to have a distinctive flavor. No definite plans for merchandising the new ham have been announced or selling territories chosen.

ADVERTISING TENDER HAM

An extensive newspaper advertising campaign is being used by Wilson & Co., in its new-process ham campaign. This will center around the third item in a line of "tender" ham products, the Certified tender smoked ham. While "Certified" has long been the emblem for the company's first quality products, including smoked hams, this grade of hams has now been brought into the "tender" product class. This new process smoked ham requires only 16 minutes to the pound in the oven. The first two items in the line—tender-made ham with bone in and ready to serve after heating, and boneless tender-made ham in tins—require no cooking by the consumer.

The opening advertisement in newspapers of the company's five plant cities was a full page. Newspapers in nearly 100 other cities also carried large advertisements.

MEAT LOAVES in *New Dress* Increase SAUSAGE SALES

PRODUCTION of meat loaves—including head cheese, chili con carne, jellied products, etc.—has reflected a growing consumer interest in these products. Each month since August, 1936, quantity consumed has been well above 7,000,000 lbs., the peak for this period—11,276,000 lbs.—coming in October. Next highest monthly production—9,679,000 lbs.—was in November. In January, 1937, last month for which production figures are available, in excess of 8,687,000 lbs. were produced.

Popularity of meat loaves has been increasing steadily. Quality and variety—many combinations of meats and other foods being used—have had much to do in influencing greater consumer demand. But probably the most important single factor has been the greater care given by packers and sausage manufacturers to offer meat loaves in a more attractive, appealing and appetizing manner through use of identified packages.

In this connection the artificial casing, often of the cellulose type in amber shade, and the Fibrous casing are becoming increasingly important.

Production Methods

Loaves to be stuffed in a transparent or amber cellulose casing are baked in the usual manner and while warm are dipped in gelatin and stuffed in the casing, using a stuffing device furnished for this purpose by the Visking Corp. As the loaf is forced into the casing roughness and unevenness disappear, resulting in smooth, uniform packages of very pleasing appearance.

When using Fibrous casings meat loaf emulsion is stuffed in the casing, the loaf formed to a square cross section and baked in a wire cage or form. These formed loaves are not only very attractive in themselves, but the packer or sausage manufacturer who processes a portion of his meat loaf output in this manner, in addition to the use of clear or amber-colored cellulose casings, can offer a greater variety of products, always a decided merchandising advantage.

An Indiana meat packer who does a large business in meat loaves—products which he finds very profitable—has learned that it boosts sales of all loaves to offer a new product occasionally.

When this is done the slowest-selling loaf on the list sometimes has to be withdrawn in order to hold number of loaves to efficient production limits, so great is the demand for the new item. Sometimes a new loaf is introduced when sales of some other fall to a point where it is no longer profitable to produce it. At other times the new product

may be offered regardless of the volume in which all other loaves are selling.

New Loaves Boost Sales

It has been this packer's observation over a considerable period that, with the exception of a few standard loaves, housewives sometimes lose interest in meat loaves after they have been on the market for some time. Introduction of a new loaf occasionally seems to revive interest in the whole line, he says.

Another of his interesting observations in connection with merchandising meat loaves is that a loaf which may not sell well after having been on the market for a while may be reoffered and again become popular.

This packer never abandons a loaf formula, therefore, but revives it from time to time as conditions seem favorable. In some cases a loaf that may have been placed on the market as many as 5 or 6 times without attracting a great deal of consumer attention may eventually become popular and sell in considerable volume for some time.

This packer has found that, as in sausage merchandising, a variety of meat loaves attractively displayed in the retail store showcase encourages sales. He uses both plain and amber cellulose casings and favors them because they are sanitary, neat in appearance, permit him to identify his loaves and advertise to build consumer demand for them and hold the products in better condition in the retail store.

PACKAGE DESIGN PROGRESS

At the clinic on package design at the seventh Packaging Exposition and Conference held in New York City during the week of March 22, A. C. Michener, advertising manager of John Morrell & Co., Ottumwa, Ia., was a speaker. Morrell's labels won the gold award in the labels and seals group in the 1936 All-American package competition.

Mr. Michener outlined his company's reasons for completely redesigning its line of packages. The old color scheme was wrong, the trade mark was difficult to read, too many trade mark features were contained in the label, and display

MODERNIZED MEAT LOAVES

ABOVE.—Loaf baked in ordinary manner and later stuffed in amber cellulose casing.

BELOW.—Meat loaf in Fibrous casing. This loaf was stuffed, shaped to a square cross-section and baked in a wire form. (Photos Visking Corp.)

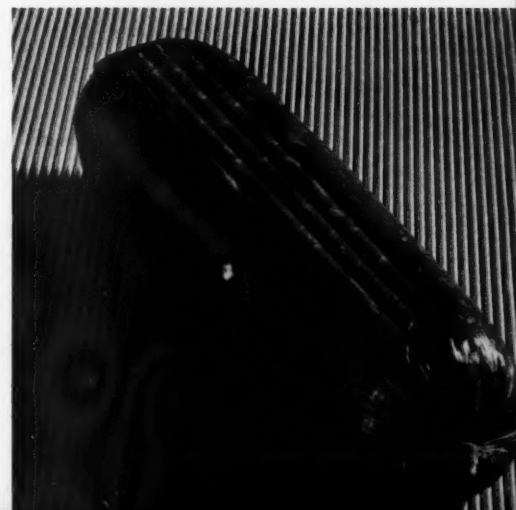
qualities and appetite appeal were lacking, he pointed out. Instead of merely modernizing the old designs, therefore, a complete change was made, resulting in an increase in distribution beyond all previous records. Gustav B. Jensen, package expert who designed the labels, explained how the work was done.

Packaging will continue to play an important role in merchandising, speakers at other meetings of the conference pointed out, and packaging improvements will continue to be in order.

Such improvement prevents packages from becoming obsolete in consumers' minds, attract new customers, intrigue the interest of retailers, frequently produce a faster sales response than can be obtained from the expenditure of a like sum in any other form of advertising and stimulate salesmen and distributors by giving them new talking points.

HOUSEWIVES TEST FOODS

A corps of 25,000 housewives has been recruited by the consumer service department of General Foods Corp. for consumer testing of proposed new products. The cooperating housewives live in every state and are said to represent a genuine cross-section of the American market. When a new product has been graduated with honors from the General Foods' laboratories and kitchens, samples are sent with questionnaires to these housewife testers for frank reports of the likes and dislikes of their families.



RANCIDITY RETARDING OLD GOLD **SYLPHRAP**

(Reg. U. S. Pat. Off.)

(Reg. U. S. Pat. Off.)

—**SYLVANIA Cellophane**
for **BACON WRAPS...**



Do you have difficulty in keeping your bacon from developing rancidity? Does the fatty content of the bacon soak through the wrap and hasten the development of rancidity?

If so, why not try our newly patented Rancidity Retarding Old Gold SYLPHRAP? It is not only greaseproof, but it will retard rancidity. It is fully transparent, and the color will not fade in grease, oil or water.

Extensive laboratory and actual tests have proven the efficiency of this sheet for bacon wraps and wraps for other meat products subject to rancidity. Let us send you samples.

Our printing converters will design and print effective color labels for your meat wraps.

SYLVANIA INDUSTRIAL CORPORATION

SYLPHRAP DIVISION

122 EAST 42nd STREET

NEW YORK CITY

PRACTICAL POINTS

for the Trade

Bone Sour in Picnics

Is bone (or marrow) sour in picnics due to curing methods? An Eastern packer writes:

Editor THE NATIONAL PROVISIONER:

What is the cause of marrow sour in picnics? Is pumping a remedy? Could you suggest a good cure for picnics?

Marrow sour in the bones of either hams or picnics is usually traceable to improper chilling of hogs. It may be that they are spaced too closely; that they are not chilled down quickly enough, or that chilling on the lower levels of the cooler is faulty. This condition is more common in hams than in picnics. It is, of course, desirable that the inside temperature of the picnic going into cure be down around 36 to 38 degs. F.

Causes of Souring

It is in the steps leading up to curing, rather than in curing itself, that the causes of souring are most often found. There seems to be direct relation between the extent of delay in getting pork meats into pickle and the later development of sours, even though the meat may be carried at proper temperature prior to going into cure. Picnics, therefore, must not only be chilled quickly and thoroughly, but must also be placed in cure as soon as possible after chilling is completed.

Pumping is an aid in minimizing souring, since it speeds up the cure. Moreover, the pickle goes into those spots where it will be most helpful in preventing souring, and which the regular cure from outside might reach only after some time. Pumping, however, will not reclaim picnics which have been improperly handled.

If picnics have not been graded previously this should be done before they are put into cure so that cuts of approximately the same weight can be cured together.

Pumping is a Help

The picnics are pumped according to the following schedule:

- 4/ 6-lb. avg.: 1 stroke in shank and 2 strokes in butt.
- 6/ 8-lb. avg.: 1 stroke in shank and 2 strokes in butt.
- 8/10-lb. avg.: 2 strokes in shank and 2 strokes in butt.
- 10/12-lb. avg.: 3 strokes in shank and 3 strokes in butt.

The pumping pickle can be made with 8 lbs. sodium nitrate and 20 lbs. sugar, or 6 lbs. sodium nitrate and 30 lbs. dextrose (corn sugar), per 100 gals., with

salt to make 90 deg. salometer pickle. A mixed cure pickle requires 2½ lbs. sodium nitrate, 10 oz. nitrite of soda, 20 lbs. sugar per 100 gals. and salt to make 90 deg. salometer reading. Some packers use full strength pumping pickle.

The pumping needle should be inserted from the butt toward the shank. Any soak water which might lodge in these needle holes is then drained out when the cuts are hung in the smoke-house. Picnics should not be pumped so excessively that they are watery after curing and smoking. Allowance should be made, however, for pickle which drains away after pumping. Picnics must not be too cold or they will not absorb the pickle.

Pumping is one of the most important operations in curing and the pumpers should be carefully trained so that they can perform their duties well and intelligently. Careful tests must be made with each pump to determine the amount of pickle injected per stroke at each position of the stroke limit.

Use of Cover Pickle

After pumping, the picnics are placed in a tierce or vat and the cover pickle added. This cover pickle may consist of 3¼ lbs. sodium nitrate, 6 oz. nitrite of soda and 10 to 20 lbs. white granulated sugar or dextrose per 100 gals. with salt to make 70 deg. salometer brine. Or it may consist of 4 lbs. sodium nitrate and 10 to 20 lbs. white granulated sugar or dextrose per 100 gals. and salt to make 75 deg. salometer pickle. From 4½ to 5½ gals.

of pickle are used for each 100 lbs. of green meat.

The meat should be kept submerged in pickle at all times. This may be done in open vats by use of cross slats fastened just below the vat edge, so they can be slipped out.

Picnics are usually cured three days to the pound. They should be overhauled at the end of the first five days in cure; overhauled again ten days later. In the case of heavier averages it may be necessary to overhaul a third time at 15 days after the second overhauling. If the picnics are in tierces they may be rolled instead of being overhauled. The tierces should be examined to see if there has been any leakage of pickle and in case of any deficiency should be primed with more pickle of the same strength as that in the tierce.

After the picnics have been in cure for the proper length of time they are removed from pickle and drained and are then ready for soaking and smoking. Five per cent drainage allowance is made on weights of picnics directly from cure.

SHORTENING FORMULAS

An Eastern packer wants formulas for production of shortenings. He writes:

Editor THE NATIONAL PROVISIONER:

We should like to have some shortening formulas which include both animal and vegetable fats.

Where such combinations are used, they vary with price of ingredients, season, availability of materials, etc. Following are some formula proportions:

- Cottonseed oil, 60 to 50%
- Edible tallow, 40 to 50%
- Cottonseed oil, 75 to 78%
- Edible tallow, 10 to 15%
- Oleo stearine, 10 to 12%
- Cottonseed oil, 70%
- Edible tallow, 15%
- Oleo stearine, 10%
- Lard, 5%

Bulk of such products now made are either all vegetable fats or all animal fats. Some shortenings made of a combination of beef and hog fat and sold under a brand name have found very good acceptance.

Do you use this page to get your questions answered?

Pigs' Feet Souse

Pigs' feet souse is a popular food. Do you make it?

If you do, have you found its sale as good as it should be under a good formula?

A successful formula and detailed instructions for selecting, cooking and pickling pigs' feet to make a high-grade souse may be obtained by filling out and sending in the following coupon:

The National Provisioner,
407 So. Dearborn St., Chicago, Ill.
Please send me reprint on "Pigs' Feet Souse." I am a subscriber to The National Provisioner.

Name
Street
City

(Enclosed find 10c in stamps.)



"Special X" the Perfect-Binder for Extra Profits . . . produced by SHELLABARGER'S special patented process of low temperature extraction under vacuum!

"Special X" can be used in all products without destroying the appealing natural flavor of the meat ingredients. **"Special X"** has tremendous binding power that gives meat loaves better slicing qualities, improved appearance, finer flavor . . . and greater sales appeal!

Try a bag of **"Special X"** . . . for finer quality meat loaves and sausages that sell at a bigger profit and make even the most skeptical first-timers steady customers. One try will convince you that **"Special X"** is the *only* binder for your product. Write today.

SHELLABARGER GRAIN PRODUCTS CO. DECATUR, ILLINOIS

Whether you are having trouble in your sausage kitchen or not,

ASK **"The Man Who Knows"** TO HELP YOU

H. J. MAYER & SONS CO. 6819-27 S. Ashland Ave.
CHICAGO, ILLINOIS

Canadian Plant: Windsor, Ontario

"The Man Who Knows"



"The Man You Know"

Guaranteed for 10 Years—The Famous C-D TRIUMPH

Everlasting Plate

for All Makes of Meat Grinders

If you have trouble with your grinder plates and knives, consult The Old Timer. Send for price lists and information.

Chas. W. Dieckmann

SPECIALTY MFRS. SALES CO.

2021 Grace St.
Chicago, Ill.



CD Cut-More Knives with changeable blades—The OK Knives with changeable blades—Superior OK reversible plates. We can furnish plates with any size holes desired from 1/8-inch up. Special designs made to order.

WINDFALL TAX *Collections Not* Up to U.S. EXPECTATIONS

PROCESSORS paid \$589,573.77 in "windfall" taxes during the first two months of 1937, according to a report by the U. S. Bureau of Internal Revenue. This indicates that collections are not proceeding very rapidly toward the goal of \$80,000,000 in revenue which was expected when the tax law was enacted last year.

In testimony before the house appropriations committee W. T. Sherwood, assistant deputy commissioner of internal revenue, recently indicated that the bureau feared that collection of the "windfall" tax would be a difficult job. He said that the bureau was selecting several cases as possible bases for court tests, in an effort to establish a formula for application of the tax.

The commissioner of internal revenue was recently given authority to grant extensions of time for filing "windfall" tax returns to June 15 to processors making application. The tax was originally due on September 15, 1936, but the deadline was extended to December 15. After that date individual extensions were granted, but the commissioner would have been unable to give such extra time after March 15.

Refund Claims

About 61,000 claims for refunds involving floor stocks taxes, charitable donations and exports have already been received by the Bureau of Internal Revenue, according to testimony before the appropriations committee, and an additional 100,000 claims are expected. The deputy commissioner estimated that total refunds under these claims might total about \$96,000,000, or about 10 per cent of total collections under the AAA. The first 61,000 claims call for about \$16,600,000 in refunds.

The appropriations committee was also told that only a few claims have been filed for refund of processing taxes paid under the AAA. This statement is believed to refer to claims under title VII of the revenue act of 1936, which calls for elaborate presentation of the claimant's case when it is filed. Taxpayers must file such claims prior to July 1, 1937. A number of processors asked for processing tax refunds before the revenue act of 1936 was passed, filing under the amended agricultural adjustment act.

Some Claims in Danger

Claims of taxpayers who filed under the old act may be in jeopardy, due to the fact that the government now contends they are no longer of any force and should be refiled under the revenue act of 1936. Unless the U. S. Supreme Court should decide on this question

before July 1, 1937, or unless it holds against the government after that date, such claimants may find that their old claims are invalid and that they are unable to file new ones.

However, this question may be decided by the Supreme Court in the appeal of the Anniston Manufacturing Co. against the refund procedure in the revenue act of 1936. The high court recently decided to entertain this appeal (see THE NATIONAL PROVISIONER, February 20, page 15).

ANOTHER COOPERATIVE STEP

Recent campaigns to move beef and lamb supplies—conducted cooperatively by producers, packers and market agencies—have proved the value of such united effort in ironing out seasonal meat surpluses, in obtaining fair prices for producers and at the same time assuring fair prices to consumers.

That distributors of meat products have seen the advantage of such cooperative effort is indicated in the move made by the National Association of Food Chains in appointing as its agricultural counsel C. B. Denman, president of the National Livestock Marketing Association. This leader among livestock producers leaves his work as head of a national livestock cooperative marketing organization to develop further cooperation between producers, processors and distributors, working together as an industry, to reduce the spread between fair prices to producers and fair prices to consumers.

This type of industry cooperation was successfully demonstrated during the past summer in the nation-wide domestic beef sales campaign, when 33,892 food chain stores, operating in 48 states, as their part of the cooperative campaign spent \$2,000,000 in 8,000 newspapers with a combined circulation of 25,000,000, urging consumers to eat beef. Publicity and merchandising efforts put into this campaign reversed the downward market trend of good beef prices, with the result that the abnormally large supplies of quality beef were consumed at prices fair to the producer and also to the consumer.

"We must have intelligent production," says Mr. Denman, "but we must also have control of marketing in cooperation with processors and distributors, so it can be interpreted in the price level that we get. Nothing short of organization will turn the trick. As farmers we should first attempt to sell our products without government aid through our own organizations, and should appeal for help only when our own efforts fail. Or-

ganization in agriculture, advertising and sound merchandising to stimulate consumer demand, and efficient organized distribution, will solve a lot of the farmers' problems without the need of going through Washington to get the answer."

PACKERS PAY MORE

Federally inspected meat packers paid \$6,000,000 more for fewer livestock in January, 1937 than in the same month a year earlier, according to the U. S. Department of Agriculture. In January, 1937, the livestock bill was \$156,000,000 which was \$48,000,000 more than packers paid in the same month of 1935, an increase of 44 per cent in two years and an increase of 143 per cent from the low point of the depression.

Amount paid for cattle was \$57,000,000, highest for January since 1930. The hog cost was \$78,000,000, highest for January since 1931, \$2,000,000 more than in January, 1936, and a 5-year-average of \$49,000,000. Sheep and lambs cost \$14,000,000, which was \$1,000,000 more than in January a year ago, the highest of record ever paid during this month.

For this increased outlay total meat produced at 1,109,000,000 lbs., was the smallest for January since 1922 with the exception of January, 1935. There was less beef, pork and lamb than a year ago but more veal, lamb and mutton.

PACKER SALES AND PAYROLLS

Dollar sales in the meat packing industry during February were smaller than in January, but exceeded February, 1936, by 11½ per cent, according to the monthly report of the Federal Reserve Bank of Chicago. Sales tonnage was 2½ per cent heavier than in 1936, and showed less than a seasonal decline from January. Production declined 18 per cent under January, but was larger than in February, 1936. The general price level of products declined slightly during the month. Inventories grew more than seasonally to March 1, and were 85 per cent heavier than on the same date in 1936.

Packer payrolls at the end of February showed increases of 15 per cent in employment, 16½ per cent in hours and 21 per cent in wage payments over the same time in 1936, but were somewhat lower than at the end of January, 1937.

CURING PORK MEATS

How much salt is needed per gallon of water to obtain a pickle of a certain strength? A table in "PORK PACKING," The National Provisioner's pork plant handbook, gives this information and much more on meat curing.

WHAT does the dryroom do to your sausage?

You'll have trouble with pepperoni or any specialty sausage without close regulation of temperature and humidity. Let Taylor Control take care of that.

SAY you have the right formula for high-quality pepperoni sausage. You follow carefully the manufacturing steps until your product reaches the dry room. There it may mould. You may find it difficult or impossible to make pepperoni of the desired uniform quality the year round; independent of weather conditions.

What is the trouble? Why can some manufacturers produce a quality dry sausage only during certain months?

The answer is improperly conditioned air in the dryroom. Lack of close control over temperature and pressure. One authority says that dryroom temperatures should be 46 to 53 degrees, with the best temperature at 48 degrees. Also, that relative humidity should be between 55% and 65%.

Right here a Taylor System of Automatic Temperature and Humidity Control fits into the picture. It is an investment that soon pays for itself in the making of pepperoni and other sausage specialties. It maintains tem-

perature and humidity within the prescribed limits. It prevents formation of mould during drying. It prohibits the high temperatures that cause pork fat to render out and turn rancid. It enables you to control the uniform quality of your products and produce them in the most salable condition.

Packers today realize the absolute necessity of regulating temperature and humidity very closely. And many of them today are relying on Taylor Control to do this in several different processes. Let Taylor Engineers help you apply the correct control in sausage making or any branch of the industry where properly conditioned air is essential. Their survey of your operations will point the way to efficient, accurate, and economical control. Talk it over with a Taylor Representative. Or write to Taylor Instrument Companies, Rochester, N. Y. Plant also in Toronto, Canada. Manufacturers in Great Britain—Short & Mason, Ltd., London, England.



Keep AIR from robbing your dryroom. This Recording Taylor Fulscope "Dubl-Duty" Controller is the heart of the System of Automatic Temperature and Humidity Control. It keeps dry-bulb and wet-bulb temperatures exactly where you want them. Two pens write hour-to-hour records of temperature and humidity. The feature of this instrument is the ease with which it can be adjusted to any type of regulator required. Its adaptability makes it a needed and much-used controller in many parts of the large packing plant. Get full details on its application in yours.

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Indicating Recording Controlling

**TEMPERATURE, PRESSURE and
FLOW INSTRUMENTS**

The National Provisioner

REFRIGERATION ★

and Air Conditioning

Ice Manufacture

A Way to Meet Hot Weather Peak Demands

PEAK demands for ice in meat packing and sausage manufacturing plants occur during the summer. When there are long spells of extremely hot weather—such as those in recent years—the plant's ice-making system may be taxed to the limit, and in some cases unable to supply the demand.

Many packers and sausage manufacturers have wondered whether or not their supply of homemade ice could be stepped up when the temperature rises without a considerable investment in additional equipment.

Very often ice production can be increased by use of a fore-cooler; or, if this device is already installed, by more careful attention to its operation. This applies where ice is made with a Pack-Ice or Flake Ice machine, as well as to can systems.

The fore-cooler is the apparatus which chills water with which the ice cans are filled or which flows to the new type ice-making machines.

As summer advances temperature of water used in the plant increases unless it is secured from a deep well. Water from city mains may warm up to 75 or 80 degs. It is the duty of the fore-cooler to maintain water for ice making at as near 32 degs. F. as possible. When this is done ice-freezing equipment can perform continuously at maximum capacity regardless of summer temperatures, and ice production is maintained at the peak.

Fore-cooler Design

There are as many different designs of fore-coolers as there are shapes and styles of women's hats. Usually it is an open tank in which are submerged coils. Ammonia is used as the cooling medium. Mud collects in bottom of tank and should be flushed out at frequent intervals. Any deposits of scale on cooling coils should also be removed, because a metal to water contact permits faster cooling.

When ice is frozen in cans the ideal way to pull it is at a uniform rate over the 24 hours of the day. However, this does not usually fit in with packing-house procedure. If ice is pulled during one shift only, fore-cooler must have

a capacity three times as great as when the ice is pulled at a uniform rate.

For convenience in figuring let us assume the pull is 50 tons. Under such conditions 100,000 lbs. of water must be handled. If supply water has a temperature of 75 degs. and is cooled to 35 degs., then 4,000,000 B.t.u. are removed in fore-cooler in 8 hours. This requires 42 tons of refrigeration.

If this heat is not removed in a fore-cooler it must be extracted in the freezing tank. In the latter case freezing capacity of the system is reduced. When water with a temperature of 35 degs. is filled into the cans 1.3 tons of refrigeration are required to freeze a ton of ice. But when the water has a temperature of 90 degs., then 1.77 tons of refrigeration are required—an increase of 36 per cent.

Increasing Capacity

Single-pass open fore-coolers, through which water flows at a very slow velocity, can be profitably baffled at small expense to provide 6 or 8 passes. The greater agitation secured increases capacity materially. Cross baffling, by use of wooden strips between coils, will also lengthen time of coil and water contact. Velocity may be stepped up to 50 ft. per minute, even though it be-

comes necessary to employ a low-head pump.

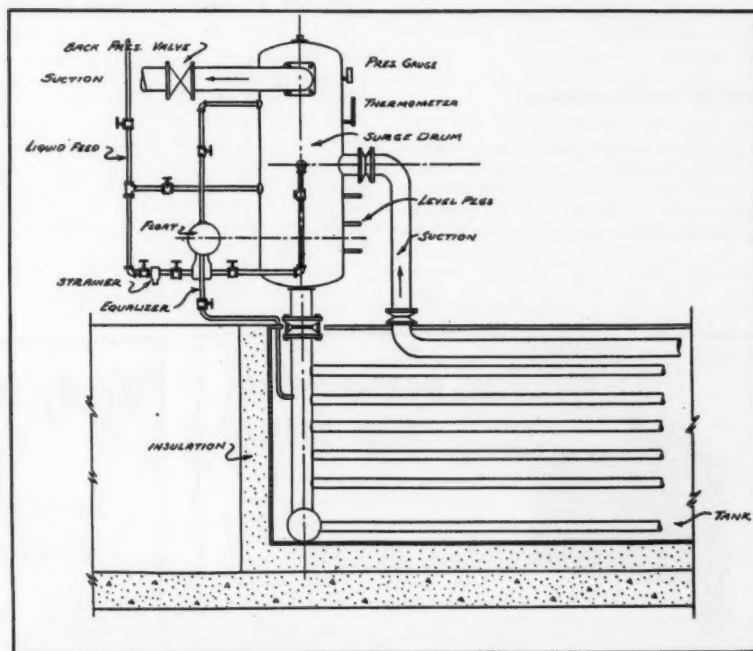
This is a very satisfactory way to prevent ice forming on coils surface and reducing heat transfer rate.

Any open space between sides of tank or between baffles and coils should be blocked off to prevent water by-passing coils. Heat transfer from coil to water may be stepped up as much as five times by this method.

Serpentine coils are not as effective as short lengths. The shorter the coil the better it will operate. Flooding with ammonia is accomplished with rapid gas relief. Serpentine coils are easily shortened to 20-ft. or 30-ft. lengths by removal of return bends and welding in vertical or horizontal connecting headers.

Removing Flash Gas

When ammonia is fed directly into coils through an expansion valve the flash gas—resulting from cooling of ammonia liquid from its entering temperature to the corresponding coil pressure—must travel full length of coil before it is released. Cooling effect of gas compared with liquid is 10 times less, so that this flash gas should be liberated immediately to suction line



GETTING MOST FROM FORE-COOLER

Equipment and layout for rapid heat transfer and simple and accurate control.



A SUPERIOR SUPER-FREEZER DOOR *built by*

The famous Hill Floating Panel Front; low conductivity, water-proofed, corkboard insulation; a 3" wide oil-impregnated gasket; heavy solid bronze, ball-bearing, butt-type hinges; a special self-acting, automatically tightening door fastener; and other Hill features all make this Super-Freezer a superior door in every respect.

● Send for illustrated catalog describing Hill features and listing detailed specifications for the complete line of Hill Cold Storage Doors.

HILL PRODUCTS DIVISION
C. V. HILL & CO., INC., TRENTON, N. J.

Hill

and not displace liquid which cools water at a much faster rate.

For this purpose an accumulator or tank set well above the coils is provided. Ammonia is expanded directly into this tank. As this is connected directly to the suction line, flash gas is removed without traversing coils. Static head of cold ammonia in tank permits it to flow by gravity into the short runs of pipe, filling them with liquid.

Rapid rate of heat transfer from water to liquid ammonia results in exceedingly fast boiling and consequent gas formation. The gas, in expanding to 400 times its liquid volume, quickly pushes the ammonia from the coil and circulates rapidly through the pipes. This mixture of gas and liquid is then discharged into the accumulator, where the gas is freed. Liquid returns by gravity into coil. The result is that the ammonia is circulated rapidly through inside of coil, while water flows swiftly over outside surface. This results in a maximum transfer of heat, and effective cooling follows.

Control and Operation

So that ammonia will be available at all times, and the undesirable feature of hand control be eliminated, a float valve controls admission of ammonia to surge drum. At 20 lbs. suction pressure the temperature of ammonia is 5 degs. F., so cold that ice forms readily on coils. To prevent this a back-pressure valve, installed in suction line from

surge drum, will build up back pressure to 40 lbs. before it is released. This raises ammonia temperature to 26 degs. F. which, with a 6 deg. differential, will give a 32 deg. water temperature.

A check on operation is obtained by installing a thermometer and pressure gauge on surge drum. Tell-tale level indicator reveals height of ammonia. When shutting down the pressure in coil can readily be increased to 50 lbs., giving an ammonia temperature of 34 degs., and providing a tank of cold water with which to start the day's operations.

The problem is extremely simple in its application. A little study of fore-cooler design with a view to improving its efficiency will add materially to the annual ice harvest.

QUICK FROZEN FOODS SALES

Sales of quick frozen foods by General Foods Corp. during 1936 were 50 per cent greater than in 1935, according to the annual report by chairman C. M. Chester and president Clarence Francis. Sales of all products during 1936 were at the highest level since 1929 and earnings the best since 1931. Net earnings in 1936 amounted to \$14,240,957, or \$2.71 a share, against \$11,730,768, or \$2.23 a share in 1935.

Retail sales outlets for "Birds Eye" frozen foods numbered 1,674 at the close

of 1936; they passed the 2,000 mark early in March, 1937, and according to the report should steadily increase throughout the year. Institutional jobbers have been increased, so that frozen products are readily available to the majority of hotels, restaurants, clubs, transportation lines and similar organizations.

REFRIGERATION NOTES

Oneida Cold Storage Locker Plant was recently opened at Oneida, Ill., by E. W. Bowman.

Birmingham Ice and Cold Storage Co., Birmingham, Ala., is making alterations to its plant at an estimated cost of \$15,000.

Veterans' Administration plans a refrigeration and ice plant at its unit at Jefferson Barracks, Mo.

Erection of a \$50,000 cold storage plant at New Orleans, La., is planned by Leon Tujague.

A cold storage and meat curing plant is planned for Samson, Ala., by J. Ryland.

William Bornholdt is installing a 200-locker cold storage plant at Avoca, Ia.

Exira Creamery Co. of Exira, Ia., is considering installation of a cold storage locker plant.

Aurora Cold Storage Co. has opened a new cold storage locker plant in old Fox River Butter plant at Aurora, Ill.



Warm Air

The MODERN METHOD of TRUCK COOLING

Operates on forced-circulation principle; insures positive absence of hot spots in body. Operates off truck battery. Economical to use; highly efficient. Now being used by leading packers. Four sizes fill all needs.

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York engineering service, as shown on the map, has been built up during the past 50 years until, today, it is without parallel in the industry. Eleven York Headquarters Branch assembly plants, carrying complete stocks of York unitary equipment, supplies and repair parts are strategically located from coast to coast. Fanning out from these, in the 58 other cities starred on the map, there are available stocks or York engineering service personnel.

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on valves and fittings, oil, ice cans, cold storage doors, calcium, cork products . . . any of the 6,000 items they carry and which are all listed in our new Accessories Catalog. The coupon will bring you a copy of it. York Ice Machinery Corporation, York, Pa. Headquarters Branches throughout the World.

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"C-B" Cold Storage Door

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The "C-B" Track Door Operating Device is only one of the many new improvements available only in "C-B" Cold Storage Doors.

It is positive in action and no springs are required to hold the track flap door open or closed. The "C-B" Track Door is the only one

having the flap door fitted with gaskets and wiper seals and pressing tight against the frame when large door is closed.

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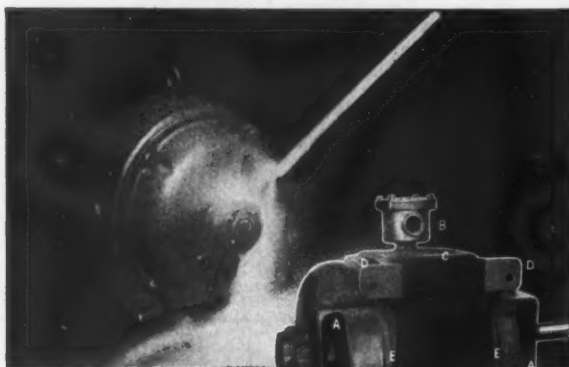
MEAT PACKERS • PROVISIONERS • BAKERS • DAIRIES

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For Safe and Fast Food Transportation

**BONE DRY INSIDE, WHEN
IT'S DRIPPING WET OUTSIDE
... PLUS *"MORE MILEAGE"
PERFORMANCE**



A packing plant motor that is drip-proof and splash-proof because:

- (A) Cast iron air intake baffle prevents entrance of splashing water. Even distribution of cooling air by means of cooling air intakes at both ends of motor prevents hot spots in windings.
- (B) Cast-iron conduit box can be installed at any angle.
- (C) Air outlet openings on both sides of motor are splash-protected.
- (D) Rigid feet cast integrally with frame.
- (E) Double machined water-tight fit between brackets and frame.

Around separating tables, hashers, mixers, casing cleaning machines and scalding tubs where splashing water often endangers electrical equipment, this Westinghouse drip-proof, splash-proof motor gives more mileage!

This motor has such features as dual protected windings, taped end turns and radio frequency tested insulation . . . plus special drip-proof, splash-proof construction that keeps moisture out. The solid cast frame and end brackets resist corrosion. Can be supplied with sealed sleeve or with ball bearings.

Write for a copy of D.M.F. 5609. It contains more information on this motor and on other splash-proof apparatus. J 20148

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***MORE MILEAGE**

Convert the turning motion of an electric motor into distance and you will be amazed at the mileage that can pile up during its lifetime. Make sure of more mileage . . . longer, trouble-free life . . . by specifying Westinghouse motors and control for all your machinery drives.

THE NATIONAL
Provisioner

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WILL SHOW YOU HOW

packers are saving from 10 to 40 per cent on powerhouse costs. This reference handbook should be in the hands of every packer, because the steam and power departments of most meat plants offer one of the greatest possibilities for showing profits.

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How they are doing it, cost of installations, dividends realized from the investment and important data for analyzing the status of your own plant—all are contained in this binder. Unbiased engineers and authorities on costs have given fully from their experience in the reprints of important articles on steam and power operations which have appeared in *THE NATIONAL PROVISIONER* since April, 1933.

Surveys of typical plants, bulletins on plant conditions, analyses of boiler firing methods, fuels in use, statistical breakdowns and many other phases of the subject are covered in the 124 pages of reprinted articles and the 15 pages of bulletins and surveys.

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THE NATIONAL PROVISIONER
407 South Dearborn Street, Chicago, Illinois

SWIFT INTERNATIONAL GAINS

Profits in 1936 more than a million dollars higher than in 1935 are reported by Compañía Swift Internacional for the year ended December 31, 1936. Net profits were \$5,640,204.07 compared with \$4,496,169.34 in 1935. All figures are in Argentine gold.

Current assets of the company were listed at \$49,420,551.69 and current liabilities at \$5,332,935.21. Included in current assets are \$4,140,676.84 in cash; \$3,266,569.97 in U. S. government securities and accounts receivable totaling \$6,112,667.51. Advancing world prices and expansion in sales volume account for an increase in accounts receivable of more than \$1,500,000 over a year earlier. Inventories were priced at \$29,260,953.87.

A reserve of \$600,000 is set up against inventory price declines, in the earned surplus account. Cash dividends paid during the year totaled \$3,945,000. Earned surplus on December 31, 1936, totaled \$19,206,374.32. Net investment in land, buildings and machinery at the close of the year was placed at \$11,245,682.91.

In his report to shareholders, under date of March 25, president Charles H. Swift said that conditions surrounding international trade have shown improvement during 1936. "Particularly encouraging is the step taken by the United States, Great Britain and France in reaching a mutual accord covering the exchange value of their respective currencies," said Mr. Swift.

"Another encouraging evidence of better times lies in the improved industrial situation in Great Britain, where our company sells a substantial volume of its products. Unemployment in that country is materially reduced, resulting in greater purchasing power of its large meat consuming public."

Calling attention to the expiration of the trade agreement made in 1933 between Great Britain and Argentina and its renewal with modifications, Mr. Swift said that it would be possible for Britain to import approximately the same volume of Argentine meat as heretofore but that import duties would be assessed against chilled beef and certain other meat products brought in from non-Empire countries. However, no unfavorable effect on company business was looked for as plants in Australia and New Zealand will share in preference to the Dominions.

"The company is in a strong financial condition, having no funded debt and no obligations except those normal to current operations," Mr. Swift said. "With improving conditions in world trade, our company should continue to give a good account of itself."

Directors of Compañía Swift Internacional Sociedad Anonima Comercial are Charles H. Swift, H. McLerie, C. O. Gorton and J. O. Hanson, Chicago; A. A. Burns, D. S. Burns, Seldon T. James, A. McKinnon, A. Nelson, G. A. Procter and F. Six, all of Buenos Aires, and Guy C. Whitney, Montevideo. Officers

are Charles H. Swift, president; H. McLerie, J. O. Hanson and F. Six, vice-presidents; A. Nelson, treasurer; and A. McKinnon, secretary.

Operating companies controlled by Swift Internacional through ownership of share capital are Compañía Swift de la Plata; Compañía Swift de Montevideo; Companhia Swift do Brazil; Swift Australian Company (Pty.) Limited; Swift New Zealand Company, Limited.

Plants are located at Puerto La Plata, Rosario, Rio Gallegos and San Julian, Argentina; Montevideo, Uruguay; Rio Grande and Rosario, Brazil; Townsville and Gladstone, Australia; and Wairoa, New Zealand.

Consolidated income and surplus account statements for the company and its subsidiaries for the year ended December 31, 1936, follow:

CONSOLIDATED INCOME ACCOUNT.		Argentine Gold.
Income from operations, after adjustment of exchange on current transactions		\$ 6,262,259.37
Provision for depreciation and amortization of leasehold properties....		1,579,785.10
Net gain from operations.....		\$ 4,682,474.27
Other Income:		
Interest and dividends received	\$513,980.86	
Gain on sale of marketable securities	371,250.27	
Gain on conversion to Argentine currency of the net current assets value of foreign subsidiary companies....	946,433.74	1,831,682.87
		\$ 6,514,157.14
Other Charges:		
Interest paid.....	\$277,509.23	
Income taxes	595,914.38	873,423.56
Net income for the year.....		\$ 5,640,733.58
Net income applicable to minority interest		529.51
Net income accrued to company.....		\$ 5,640,204.07
EARNED SURPLUS ACCOUNT.		
Earned surplus at Dec. 31, 1935.....	\$18,104,809.09	
Net income for the year, as above...	5,640,204.07	
Provision created in former years not required	470,042.10	
		\$24,215,055.26
Deduct—Appropriations		
To reserve for inventory price decline.....	\$600,000.00	
General Reserves.....	\$30,484.12	
Legal Reserves 1936.....	133,246.82	1,063,680.94
		\$23,151,374.32
Deduct—Dividends paid		
in cash—year 1936		
March (equal to \$1.00 U. S. per share)....	\$1,980,000.00	
September (equal to \$1.00 U. S. per share)	1,965,000.00	3,945,000.00
Earned surplus at Dec. 31, 1936.....		\$19,206,374.32

FINANCIAL NOTES

Cleveland Union Stock Yards has declared a dividend of 12½¢, payable April 1, to shareholders of record on March 24. Similar amounts were paid by this company during previous quarters.

PACKERS' CREDIT MEN MEET

Meat packers have scheduled a series of meetings of the credit men of their industry during the forthcoming Seventh Credit Congress of Industry, which will be held in conjunction with the 42nd annual convention of the National Association of Credit Men, at the Hotel Stevens, Chicago, on June 21 to 25. This group of credit executives is headed by F. D. Wetzel, credit manager of Jourdan Packing Co., Chicago, as national chairman, with D. B. McCoy, Wilson & Co., Philadelphia, Pa., A. L. Jones, Armour and Company, Chicago, and W. H. Johnson, Dold Packing Co., Omaha, Neb., as national vice chairmen.

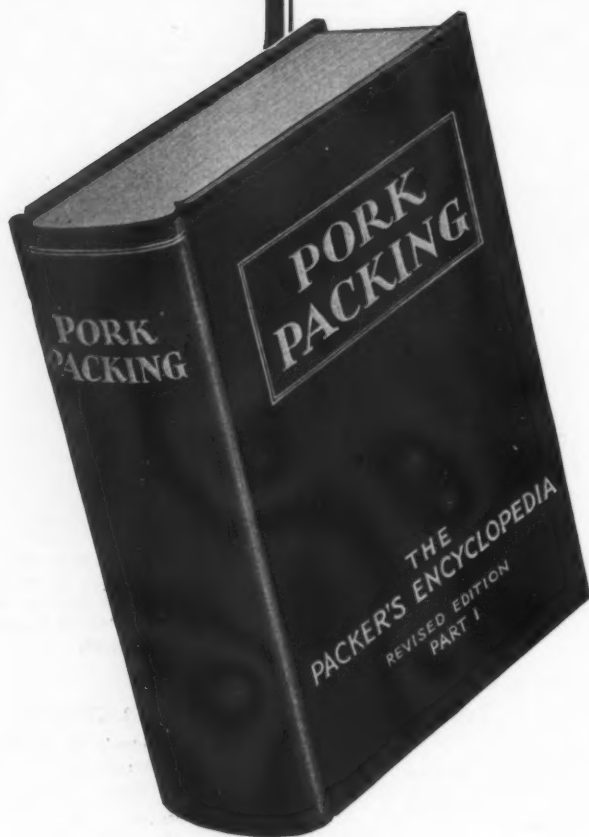
In addition to a constructive program pertaining to the credit ills of the industry, there will be round-table discussions of experiences with recently enacted legislation and its effect upon the industry. According to Mr. Wetzel, he anticipates the largest attendance in the history of the packers' division, and urges every firm in the industry to send its credit executives and make preparations now to attend. Credit representatives will make many valuable contacts during these meetings, as well as discussing many helpful suggestions of modern credit practices and procedures, which are so important to management. Early registration is suggested, and communications should be addressed either to Mr. Wetzel or to the local association of credit men.

PACKER AND FOOD STOCKS

Price ranges of listed stock, March 24, 1937, or nearest previous date:

	Sales.		High.	Low.	—Close.—	
	Week Ended Mar. 24.	Mar. 24.			Mar. 24.	Mar. 17.
Amal. Leather..	17,300	7%	7%	7%	8	
Do. Pfd.	1,800	46	45	45	50½	
Amer. H. & L..	35,500	10½	10	10	10½	
Do. Pfd.	2,700	50½	50	50½	54	
Amer. Stores ..	2,100	22	22	22	20½	
Armour Ill.	80,550	12½	12	12	12½	
Do. Pr. Pfd. ...	2,300	97½	96	97½	98½	
Do. Pfd.	100	100	100	100	101	
Do. Del. Pfd. ...	600	109½	109½	109½	109½	
Beechnut Pack.					110	
Boback, H. C. ...	100	10½	10½	10½	10½	
Do. Pfd.	10	48	48	48	48	
Chick. Co. Oil. ...	1,200	19	18½	18½	20½	
Childs Co.	3,400	13½	13½	13½	14	
Cudahy Pack. ...	300	41	40½	40½	41	
First Nat. Stra..	1,700	49½	49½	49½	50½	
Gen. Foods	7,800	42½	41½	42½	42½	
Gobel Co.	6,000	6%	5%	5%	6%	
Gr.A.&P.1stPfd.					124½	
Do. New	240	110½	108	109½	106	
Hermel, G. A. ...	50	21½	21½	21½	21	
Hygrade Food... 1,000		4%	4%	4%	5	
Kroger G. & B. ...	6,700	22½	22½	22½	23	
Libby McNeill.. 10,100		13½	13½	13½	14½	
Mickelberry Co. 1,200		3½	3½	3½	3½	
M. & H. Pfd. ...	110	6%	6%	6%	7	
Morrell & Co. ...	800	42	42	42	43	
Nat. Leather... 19,600		1½	1½	1½	1½	
Nat. Tea	3,800	9%	9%	9%	10	
Proc. & Gamb. ...	5,500	58½	57	58½	59½	
Do. Pr. Pfd. ...	180	117	117	117	117	
Rath Pack.	200	36½	36½	36½	37½	
Safeway Stra. ...	4,100	41½	40½	40½	42½	
Do. 5% Pfd. ...	80	102½	102½	102½	102½	
Do. 6% Pfd. ...	30	109½	109½	109½	111	
Do. 7% Pfd. ...	120	110	110	110	112	
Stahl Meyer....	200	4%	4%	4%	4%	
Swift & Co.	11,900	27	26½	26½	28½	
Do. Intl.	4,000	31½	31½	31½	31½	
Trans Pork					9½	
U. S. Leather... 17,800		13	12½	13	13½	
Do. A.	16,800	20½	19½	20	21½	
Do. Pr. Pfd. ...	1,400	111	108	111	105½	
Wesson Oil	5,400	52½	51	51½	54	
Do. Pfd.	300	81½	81½	81½	80	
Wilson & Co. ...	21,200	10%	10%	10%	11½	
Do. Pfd.	600	89	89	89	90½	

Pork Department PROFITS



depend on how you operate the pork division of your plant. So important is this activity that this whole 360-page volume is devoted to discussion of the problems which come up in pork packing—practical solutions that make for greater efficiency in operation.

KNOW YOUR COSTS — Particular emphasis has been laid on figuring of tests, which plays such an important part in pork operations. 100 pages of tables showing results of actual tests are a guide to the packer who wants to know how his product will figure out.

CONTENTS

Buying — Killing — Handling Fancy Meats—Chilling and Refrigeration—Cutting — Trimming—Cutting Tests — Making and Converting Pork Cuts — Lard Manufacture — Provision Trading Rules — Curing Pork Meats — Soaking and Smoking — Packing Fancy Meats — Sausage and Cooked Meats—Rendering Inedible Products — Labor and Cost Distribution—and Merchandising.

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Utilizing the hog carcass to best advantage is a day-to-day problem, requiring not only constant study of markets, but also application of the results of this study to daily operations in the plant. "PORK PACKING" tells you how to match your output to the market demand.

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Chapter XIV: Stuffing the Casings—Handling large sausages—Smoke-house temperatures—Use of cookers and vats—Avoiding mold and discoloration—Trimming—Curing—Mixing—Chopping and stuffing—Casings—Surface mold—Dry sausage—Sausage cost accounting—Sausage formulas—Manufacturing instructions—Container specifications—Preparing boiled hams—Making baked hams.

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THE NATIONAL PROVISIONER

407 South Dearborn Street

Chicago, Illinois

The National Provisioner

PROVISIONS AND LARD ★

WEEKLY MARKET REVIEW

MARKET for hog products continued under pressure the past week, with lard values losing about $\frac{1}{2}$ c per pound. There were numerous rallies for one reason or another, but lard failed to hold the bulges. At times there was evidence of speculative liquidation, and also selling credited to foreign account. Some of the buying was in the way of spreading between lard and cotton oil, with the latter being sold.

There was disposition to point out that the anticipated better demand for lard from Europe had failed to materialize. Central Europe apparently satisfied its fat requirements with oils of one kind or another, at relatively cheaper prices. While there has been a fair movement of lard to England, demand from other importers has been slim, and this has made lard more or less a domestic proposition, with stocks relatively heavy and difficult to move. At the same time competition between lard and shortening was expected to be keen as oil supplies also are comparatively liberal.

Hogs Heavier Than Expected

Hog receipts at the 11 leading markets including Chicago last week were 283,384 head compared with 281,872 head the same week last year. Receipts at 69 markets during Jan. and Feb. totaled 4,583,974 head, or 5.4 per cent over the same time a year ago. Average price of hogs at Chicago at the outset of the week was 10.25c compared with 10.10c the previous week and 10.50c a year ago, 8.90c two years ago, and 4.25c three years ago. Top hogs at Chicago at mid-week were 10.50c which compares with 11c a year ago. Average weight at Chicago last week was 246 lbs. compared with 244 lbs. a week ago, 246 lbs. a year ago, and 241 lbs. two years ago.

Increasing weight of hogs arriving of late has been a little surprising to some in view of the general belief that corn supplies were comparatively small compared with this time last season. On the whole the lard market has been feeling the influence of the comparatively liberal supplies of visible edible fats.

With the number of hogs in the country not much changed from a year ago, the outlook for an acreage increase of 15 per cent or so in cotton, prospects of a larger acreage to corn this year, and lack of important outlets other than domestic for lard, the picture has changed somewhat. As a result, considerable depends on the attitude of hog raisers in marketing hogs as approach of spring farm work is nearer.

PORK.—Demand was fair, at New York and market was very steady with

mess \$31.37½ per barrel, family \$31.37½ per barrel and fat backs \$25.00 @ \$28.25 per barrel.

LARD.—Demand was fair at New York but market was barely steady with prime Western quoted 12.55@12.65, middle Western 12.45@12.55, New York City tierces 12¼c, tubs 12½c refined Continent 12¾@12¾c, South America 12¾@13c, Brazil kegs 13@13¼c, shortening in car lots 13¼c, smaller lots 13¾c.

At Chicago regular lard in round lots was quoted at 27½ under May, loose lard at 100 under May, and leaf lard 87½ under May.

(See page 36 for later markets.)

BEEF.—Demand was fair and market steady at New York with family quoted at \$18.75@ \$19.75 per barrel.

HOG OUTLOOK REPORT

Reduced hog slaughter during the remainder of the marketing year ending September 30 next, as compared with the corresponding period in 1936, says the U. S. Bureau of Agricultural Economics, and continued improvement in domestic consumer demand for hog products are expected to result in higher hog prices this summer following a spring period of little change in price.

An offsetting factor is said to be the large stocks of hog products in cold storage. On March 1, 1937, the increase in stocks of pork and lard over a year earlier was equivalent to the products of nearly 2,800,000 hogs of average market weight. The Bureau could not forecast the extent of the reduced hog slaughter, until this year's corn crop prospects become better known, but said

that most of the decrease is likely to occur from June through September.

Any considerable increase in hog production in the Western Corn Belt, which is the most important hog producing area, is dependent upon the return of corn production to something like a normal level, the Bureau said. But even though an average, or better than average, corn crop is produced in the Western Corn Belt this year, it is hardly likely that hog production will approach for several years to come the levels of the five-year 1929-33 average. Expansion in hog production in areas outside the Corn Belt was forecast, should hog prices continue relatively high, and conditions favor a further increase in the acreage of feed crops.

BRITISH PORK IMPORTS DROP

Imports of bacon and hams into the United Kingdom during 1936 show a decline from 1935 of 80,726 boxes of 500 lbs. each. The United States participated in this decline to the extent of 20,014 boxes. Import from Canada showed an increase of 58,556 boxes.

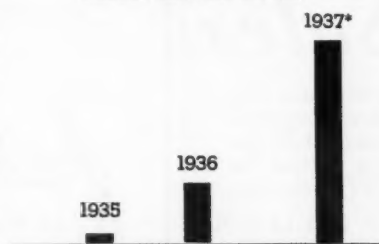
Some idea of the sharp decline experienced by the United States in its export of bacon and ham to the United Kingdom is shown in the imports of the past nine years, as follows:

	U. S. 500-lb. boxes.	Canada. 500-lb. boxes.	Denmark. 500-lb. boxes.	Ireland. 500-lb. boxes.
1936	78,349	306,908	755,645	118,208
1935	98,363	248,352	857,110	107,212
1934	115,905	240,767	960,474	85,319
1933	140,442	153,832	1,237,487	50,290
1932	118,390	73,065	1,718,534	44,694
1931	176,884	27,337	1,648,957	68,492
1930	291,091	41,244	1,370,402	74,072
1929	330,668	66,654	1,114,854	111,359
1928	290,617	94,563	1,202,290	124,245

Bulk of the decline in shipments from the United States is in hams, which dropped from a high of 188,519 boxes in 1929 to only 74,556 boxes in 1936.

CURED PORK IMPORTS

February 1935, 1936 and 1937



*Imports at New York only.

Imports of cured and pickled pork at New York during February amounted to about 3,938,000 lbs., compared with total U. S. imports of 1,068,000 lbs. in February last year and 154,000 lbs. in February, 1935. Last month's cured pork imports were largely cooked hams, with Poland the largest supplier with 2,815,000 lbs.

MEAT AND LARD EXPORTS

Exports of pork, bacon and lard through port of New York during week ended March 25, 1937, totaled 30 bbls. of pork, 93,900 pounds of lard and 68,500 pounds of bacon.

LARD AND GREASE EXPORTS

Exports of lard from New York City, week of March 20, 1937, totaled 282,075 lbs.; greases 448,000 lbs.; stearine none; tallow none.



The Spice Gardens of the World are now brought to your door by The Griffith Laboratories. The assembling of selected whole spices, their sifting, cleaning, sterilizing and grinding to a finely powdered form make all the goodness in the spice come out and into your choice meats as directed by your superintendent. A pure spice flavor.

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Hog Cut-Out Results

SHARP upturn in hog prices on the closing day of the current period, owing to short receipts as a result of storm conditions, as well as a general upward trend through the week, brought about considerable average increase in price of hogs and cut-out values not quite so satisfactory as those of a week earlier.

The pre-Easter week is usually a dull one in the meat trade and this was doubtless a contributing factor to the smaller hog supplies received at the principal market which were less than those of a week and a year ago but larger than at the same time two years ago.

Quality of receipts was only fair and there was a good deal of competition for good hogs, resulting in the highest prices at Chicago in ten weeks. Numerous sales of hogs were made at the top of \$10.60 and bulk of good to choice 200 to 300 lb. hogs moved within a range of \$10.35 to \$10.55. Medium kinds sold at \$9.25 to \$10.00, particularly those of weights up to 225 lbs.

Fresh pork trade was dull and cured meats were only fairly active. However, indications pointing to a drop in hog receipts throughout the country furnished underlying strength in the market for pork meats of all kinds.

The test on this page is worked out on the basis of hog costs and product prices at Chicago. Handling costs, in-

fluenced by shortage in numbers of hogs slaughtered, and by-product values are based on Chicago averages. Both will vary in individual plants and will have considerable influence on cut-out values.

CURED PORK PRICES

Prices at Chicago, Feb. 1937, reported by U. S. Dept. of Agriculture.

	Feb., 1937.	Jan., 1937.	Feb., 1936.
Hams, smoked, reg. No. 1—			
8-10 lbs. av.	23.60	23.38	26.06
10-12 lbs. av.	23.46	23.38	25.10
12-14 lbs. av.	23.66	23.62	24.44
14-16 lbs. av.	23.94	24.25	24.25
Hams, smoked, reg. No. 2—			
8-10 lbs. av.	21.84	21.50	25.50
10-12 lbs. av.	21.78	21.50	24.38
12-14 lbs. av.	21.78	21.62	23.78
14-16 lbs. av.	22.40	22.62	23.00
Hams, smoked, skinned, No. 1—			
16-18 lbs. av.	24.81	25.25	24.38
18-20 lbs. av.	24.03	23.88	24.12
Hams, smoked, skinned, No. 2—			
16-18 lbs. av.	22.97	22.75	23.16
18-20 lbs. av.	21.69	21.50	22.75
Bacon, smoked, No. 1, dry cure—			
6-8 lbs. av.	27.59	27.62	30.12
8-10 lbs. av.	27.59	27.62	29.38
Bacon, smoked, No. 1 S. P. cure—			
8-10 lbs. av.	23.38	24.06	27.12
10-12 lbs. av.	22.34	24.12	....
Picnics, smoked,			
4-8 lbs. av.	15.90	16.25	17.12
Backs, dry salt,			
12-14 lbs. av.	12.62	12.19	11.03
Lard:			
Refined, h. w. tubs.	13.30	14.00	12.06
Substitutes	13.75	13.69	12.25
Refined, 1 lb. cartons.	13.56	14.50	12.56

PORK PRODUCTS EXPORTS

	Week ended Mar. 20, 1937.	Week ended Mar. 21, 1936.	Nov. 1 ended Mar. 20, 1937.
PORK.			
To	bbls.	bbls.	bbls.
United Kingdom .....	.....	.....	10
Continent .....	.....	100	205
West Indies .....	.....	.....	.....
Total .....	.....	100	215

BACON AND HAM.

	M lbs.	M lbs.	M lbs.
United Kingdom	3,618	2,661	62,526
Continent .....	.....	.....	72
West Indies	2	.....	179
B. N. A. Colonies .....	.....	.....	20
Other Countries .....	.....	.....	1
Total	3,620	2,661	62,796

LARD.

	M lbs.	M lbs.	M lbs.
United Kingdom	1,340	900	37,736
Continent .....	.....	11	1,368
Sub. and Otl. America	40	.....	535
West Indies	227	138	2,177
B. N. A. Colonies	132	.....	187
Other Countries .....	.....	.....	1
Total	1,739	1,049	41,954

TOTAL EXPORTS BY PORTS.

	From	Pork, bbls.	Bacon and Ham, M lbs.	Lard, M lbs.
New York	152	282
New Orleans	264
W. St. John	2,580	685
Halifax	888	528
Total week	3,620	1,739
Previous week	3,787	1,816
2 weeks ago	4,101	1,744
Cor. week 1936	100	2,661	1,049

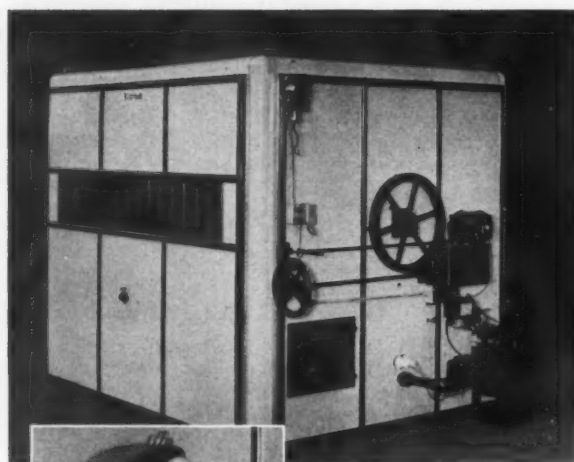
SUMMARY NOV. 1, 1936 TO MARCH 20, 1937.

	1936-'37.	1935-'36.	Increase, crease.	De-
Pork, M lbs.	43	186	.....	143
Bacon and Ham, M lbs.	62,798	43,268	19,530	.....
Lard, M lbs.	41,954	37,514	4,440	.....

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER DAILY MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	Per cent live wt.	Price per lb.	Value per cwt. alive	Per cent live wt.	Price per lb.	Value per cwt. alive	Per cent live wt.	Price per lb.	Value per cwt. alive
—180-220 lbs.—				—220-260 lbs.—			—260-300 lbs.—		
Regular hams	14.00	17.3	\$ 2.42	13.70	17.1	\$ 2.34	13.40	17.1	\$ 2.29
Picnics	5.70	12.6	.72	5.40	12.3	.66	5.10	12.1	.62
Boston butts	4.00	19.6	.78	4.00	19.6	.78	4.00	19.6	.78
Loins (blade in)	9.80	21.0	2.06	9.50	19.6	1.86	9.00	18.4	1.66
Bellies, S. P.	11.00	18.1	1.99	9.70	17.9	1.74	3.10	17.6	.55
Bellies, D. S. ....	.....	.....	.....	2.00	15.4	.31	9.40	15.4	1.45
Fat backs	1.00	9.5	.10	3.00	10.5	.32	5.00	12.1	.61
Plates and jowls	2.50	10.0	.25	2.50	10.0	.25	3.00	10.0	.30
Raw leaf	2.10	11.4	.24	2.20	11.4	.25	2.10	11.4	.24
P. S. lard, rend, wt.	11.80	11.6	1.37	11.60	11.6	1.35	10.70	11.6	1.24
Spareribs	1.60	12.3	.20	1.60	12.3	.20	1.50	12.3	.18
Trimnings	3.00	10.6	.32	2.80	10.6	.30	2.70	10.6	.29
Feet, tails, neckbones	2.00	.....	.08	2.00	.....	.08	2.00	.....	.08
Offal and misc. ....	.....	.....	.41	.....	.....	.41	.....	.....	.41
TOTAL YIELD AND VALUE...	68.50		\$10.94	70.00		\$10.85	71.00		\$10.70
Cost of hogs per cwt.		\$10.29			\$10.37			\$10.36	
Condemnation loss .....		.05			.05			.05	
Handling & overhead .....		.65			.58			.52	
TOTAL COST PER CWT ALIVE		\$10.99			\$11.00			\$10.93	
TOTAL VALUE		10.94			10.85			10.70	
Loss per cwt. ....		.05			.15			.23	
Loss per hog .....		.10			.36			.64	



Remarkable insulating qualities! Oven temperature 415° inside, yet outside of oven is room temperature.

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ARE GAINING SUCH GREAT ACCEPTANCE

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Think of the *extra* profits you would get by using ADVANCE! Savings of 3% and more in shrink. Lower operating costs. Uniform automatic heat for lower fuel costs. Sealed driving mechanism and bronze bearings for lower power costs.

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Sausage and Specialties made with STANGE Products, seasoned with Dry Essence of Natural Spices, always strike the right note. They are always attractive and appetizing in appearance. They have piquant, delicious flavor. They combine in perfect balance every quality desired in fine sausage.

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LIST OF PRODUCTS

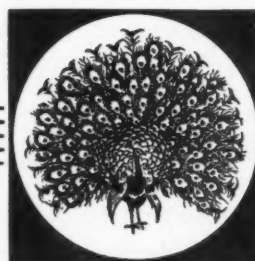
Dry Essence of Natural Spices—Individual or blended	Premier Curing Salt Baysteen
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MEAT IMPORTS AT NEW YORK

For week ended March 20, 1937:

Point of origin.	Commodity.	Amount Lbs.
Argentina—	Canned corned beef.....	189,000
	—S. P. pork hams.....	1,092
	—Dry salt clear bellies.....	38,111
	—Smoked hams.....	1,736
	—Beef extract.....	28,224
	—Canned roast beef.....	90,000
Canada—	Smoked bacon.....	10,533
	—Pork sausage.....	335
	—Sweet pickled ham.....	24,000
	—Fresh frozen pork cuts.....	43,131
	—Fresh chilled beef livers.....	2,501
	—Fresh chilled beef cuts (26 pieces).....	7,944
	—Fresh chilled pork carcasses.....	3,758
Denmark—	Cooked ham in tins.....	7,645
	—Smoked sausage.....	1,019
England—	Smoked pork middles.....	194
	—Beef extract.....	840
Estonia—	Cooked ham in tins.....	6,299
Germany—	Cooked ham in tins.....	17,500
	—Smoked sausage.....	1,000
	—Cooked sausage in tins.....	1,326
Hungary—	Smoked salami sausage.....	1,102
Italy—	Smoked sausage.....	43,352
Lithuania—	Fresh frozen pork cuts.....	85,402
	—Cooked ham in tins.....	18,803
Paraguay—	Canned corned beef.....	9,000
Poland—	Cooked ham in tins.....	619,857
	—Smoked sausage.....	34
	—Smoked ham.....	379
	—D. S. pork cuts.....	60,544
	—S. P. pork cuts.....	34,502
	—Smoked bacon.....	27,950
	—Luncheon meat in tins.....	7,440
Rumania—	Luncheon meat in tins.....	10
	—Smoked bacon.....	92
	—Dry cured bellies.....	91
Switzerland—	Soup tablets in packages.....	3,994
	—Granulated bouillon in tins.....	10,532
Uruguay—	Smoked bacon.....	936
	—Canned corned beef.....	13,770

MEAT IMPORTS AND EXPORTS

Meat imports during January, 1937, declined some 3,000,000 lbs. from the quantity imported in January, 1936, the decline being in beef while the import of pork meats increased. Exports of meats declined approximately 1,000,000 lbs., in both pork and beef.

Foreign trade in meats during January, 1937, compared with the same month a year ago is reported by the U. S. Dept. of Agriculture as follows:

IMPORTS.		Jan., 1937.	Jan., 1936.
Beef, fresh.....	472,147	412,752	22,194
Beef, cured.....	103,341	338,825	7,641,912
Beef, canned.....	1,173,833	8,415,388	1,704,914
Total beef and veal.....	1,749,321	8,867,975	9,333,826
Pork, fresh.....	1,798,447	1,905,373	246,531
Hams, shoulders & bacon.....	3,828,179	2,250,389	10,665,772
Pork, pickled, salted & other.....	226,407	2,250,389	10,665,772
Total pork.....	5,853,033	4,362,101	11,934,089
Total all meats.....	7,602,354	13,229,076	21,267,915

EXPORTS.		Jan., 1937.	Jan., 1936.
Beef & veal, fresh.....	210,809	370,116	40,000
Beef, cured.....	465,760	206,922	190,341
Beef, canned.....	202,444	151,166	35,645
Total beef and veal.....	879,003	728,204	3,151,386
Pork:			
Fresh, carcasses.....	4,585	40,000	1,796,315
Fresh, loins and other.....	298,671	35,645	214,985
Cumberland and Wiltshires.....	7,197	675,727	646,771
Hams and shoulders.....	1,796,315	4,768,183	3,521,210
Bacon.....	214,985	168,680	242,231
Pickled.....	552,736	124,189	59,777
Canned.....	646,771	5,789,256	4,702,221
Total pork.....	3,521,210	8,955,477	10,160,880
Sausage.....	242,231		
Sausage ingredients.....	59,777		
Total all meats.....	4,702,221	9,015,683	21,267,915
Lard.....	8,955,477		

HAM AND BACON PRICES

Wholesale prices of most cuts of cured and smoked pork are substantially lower than a year ago, with quotations ranging from 5 to 13 per cent

CHICAGO PROVISION MARKETS

Reported by The National Provisioner Daily Market Service

FUTURE PRICES

SATURDAY, MARCH 20, 1937.

	Open.	High.	Low.	Close.
LARD—				
Mar. ..12.65	12.65ax
May ..12.77	12.85	12.77	12.82½
July ..13.02½-13.00	13.10	13.00	13.05½
Sept. ..13.25-20	13.32	13.20	13.27½
Oct.	13.30n
Dec.	13.25n
Jan.	13.35n

CLEAR BELLIES—				
May .....	.....	.....	.....	17.00ax
July .....	.....	.....	.....	17.25ax

MONDAY, MARCH 22, 1937.

LARD—				
Mar. ..12.97½	12.97½	12.75	12.52½n	12.80-75
May ..13.20	13.20	12.92½	13.00-12.92½	13.23-20
July ..13.37½	13.40	13.20	13.23-20	13.30
Sept. ..13.30	.....	.....	13.25n	13.32½ax
Oct. ....	.....	.....	.....	.....
Dec. ....	.....	.....	.....	.....
Jan. ....	.....	.....	.....	.....

CLEAR BELLIES—				
May .....	.....	.....	.....	16.87½ax
July .....	.....	.....	.....	17.10ax

TUESDAY, MARCH 23, 1937.

LARD—				
Mar. ..12.45	12.45	12.35	12.35ax	12.40b
May ..12.70-67½	12.70	12.55	12.57½-55	12.60ax
July ..12.90	12.90	12.80	12.80-82½	12.85
Sept. ..13.20-17½	13.20	13.00	13.00-92½	13.12½-10
Oct.	13.17½	13.17½	13.07½	13.12½ax
Dec. ....	.....	.....	13.07½ax	13.10b
Jan. ....	.....	.....	13.15ax	13.12½b

CLEAR BELLIES—				
May ..16.75	.....	.....	16.75ax	16.50
July ..17.00	17.00	16.90	16.90	16.70ax

WEDNESDAY, MARCH 24, 1937.

LARD—				
Mar. ..12.70-65	12.70	12.55	12.40b	12.60ax
May ..12.95	12.95	12.82½	12.85	12.90
July ..13.12½-10	13.12½	13.05	13.12½-10	13.17½b
Sept. ....	.....	.....	13.12½ax	13.10b
Oct. ....	.....	.....	13.10b	13.12½b
Dec. ....	.....	.....	.....	.....
Jan. ....	.....	.....	.....	.....

CLEAR BELLIES—				
May ..16.50	.....	.....	16.50	16.70ax
July ..16.70	.....	.....	.....	.....

THURSDAY, MARCH 25, 1937.

LARD—				
Mar. ....	.....	.....	12.40b	12.60ax
May ..12.70	12.70	12.55	12.67½	12.90b
July ..12.95	12.95	12.82½	13.17½b	13.17½
Sept. ..13.20-22½	13.22½	13.10	13.17½b	13.10n
Oct.	13.17½	.....	13.10n	13.15b
Dec. ....	.....	.....	.....	.....
Jan. ....	.....	.....	.....	.....

CLEAR BELLIES—				
May ..16.02½	16.70	16.62½	16.50n	16.70ax
July .....	.....	.....	.....	.....

FRIDAY, MARCH 26, 1937.

Holiday. No market.
Key: ax, asked; b, bid; n, nominal; —, split.

CASH PRICES

Based on actual carlot trading Thursday, March 25, 1937.

REGULAR HAMS.			*S.P.
Green.			
8-10	10½	19	
10-12	18½	18	
12-14	17½	18	
14-16	17½	17½	
16-18 Range	17½	....

BOILING HAMS.			*S.P.
Green.			
16-18	17½	17½	
18-20	17½	17½	
20-22	17½	17½	
16-22 Range	17½	....

SKINNED HAMS.			*S.P.
Green.			
10-12	19½	19½	
12-14	18½	18½	
14-16	18½	18	
16-18	18½	18	
18-20	18½	18	
20-22	18½	18	
22-24	17½	18	
24-26	16½	16½	
26-30	16½	16½	
30 and up	16½	16	

PICNICS.			*S.P.
Green.			
4-6	13	12½	
6-8	12½	12½	
8-10	12½	12½	
10-12	12½	11½	
12-14	12½	11½	

BELLIES.			*D.O.
(Square cut seedless)			
(S. P. ¼ c under D. O.)			
Green.			
6-8	18½	19½	
8-10	18½	19½	
10-12	18½	19½	
12-14	18½	18½	
14-16	18	18½	
16-18	17½	18½	

*Quotations represent No. 1 new cure.

D. S. BELLIES.			
Clear.			Rib.
14-16	16½	....	....
16-18	16½	....	....
18-20	16½	....	....
20-25	16½	....	....
25-30	16½	....	....
30-35	16½	....	....
35-40	16½	....	....
40-50	15½	....	....

D. S. FAT BACKS.			
6-8	10½	....	....
8-10	11	....	....
10-12	12	....	....
12-14	13	....	....
14-16	13½	....	....
16-18	13½	....	....
18-20	14½	....	....
20-25	15½	....	....

OTHER D. S. MEATS.

Extra Short Ribs.....	35-45	15½n
Extra Short Ribs.....	35-45	15½n
Regular Plates.....	6-8	11½
Clear Plates.....	4-6	10½
Jowl Butts.....	.....	10½
Green Square Jowls.....	.....	12½
Green Rough Jowls.....	10½@10½	14½

LARD.			
Prime Steam, cash.....	12.37½b	.....	.....
Prime Steam, loose.....	11.67½n	.....	.....
Refined, boxed, N. Y.—Export.....	unquoted	.....	.....
Neutral, in tierces.....	13.75n	.....	.....
Raw Leaf.....	11.75ax	.....	.....

CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for the week ended March 20, 1937, were as follows:

	Week Mar. 20.	Previous week.	Same week '36.
Cured meats, lbs. 13,716,000	13,022,000	15,617,000	
Fresh meats, lbs. 46,033,000	45,870,000	39,980,000	
Lard, lbs. 1,205,000	1,165,000	2,851,000	

Week Ending March 27, 1937



LARD COOKER

Produces in one operation a refined lard, white, odorless, high smoke point, from all types of fat. Write for further information and catalogs.

The FRENCH OIL MILL MACHINERY CO.

Piqua Ohio



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Tankage, Blood, Bones, Cracklings, Hoofs

405 Lexington Ave. New York City

EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, March 24, 1937.

Ground fertilizer tankage has been selling at \$3.75 and 10c, and unground and ground feeding tankage at from \$3.75 to \$4.00, and 10c, f.o.b. local shipping points. Nominal quotation now is about \$4.00 and 10c.

Ground dried blood sold at \$4.10 f.o.b. cars, New York, and there is only one producer offering, at \$4.25 per unit, f.o.b. Bids for South American were made at \$3.80 per unit, c.i.f. Atlantic Coast ports, for April-May shipment from South America, with some sellers quoting as high as \$3.90 for same shipment.

Unground dried menhaden fish scrap took a jump of 25c per unit in price,

sales having been made at \$3.75 and 10c, f.o.b. fish factories, Va. for delivery if and when made.

Dry rendered tankage also took quite an advance in price and demand has been good.

ANIMAL OILS

(Basis Chicago.)

	Per lb.
Prime Edible	16
Prime Inedible	14 1/2
Headlight	14 1/2
Prime W. S.	13 1/2
Extra W. S.	13 1/2
Extra Lard Oil	12 1/2
No. 1 Lard Oil	12 1/2
No. 2 Lard Oil	12 1/2
Acidless Tallow Oil	12 1/2
20° C. T. Neatsfoot	17 1/2
Pure Neatsfoot	13 1/2
Spec. Neatsfoot	13 1/2
Extra Neatsfoot	13
No. 1 Neatsfoot	12 1/2

FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports: March, 1937, to June, 1937.....	\$ @27.00
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York.....	nominal
Blood, dried, 16% per unit.....	@ 4.25
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory.....	3.75 & 10c
Fish meal, foreign, 11 1/2% ammonia, 10% B. P. L., c.i.f.....	@55.00
Fish scrap, acidulated, 6% ammonia, 3% A.P.A., f.o.b. fish factories.....	3.00 & 9c
Soda nitrate, per net ton; bulk, March, 1937, to June, 1937, inclusive in 200-lb. bags.....	@25.50
in 100-lb. bags.....	@26.80
Tankage, ground, 10% ammonia, 15% B. P. L. bulk.....	@27.50
Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk.....	4.00 & 10c

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.....	@26.00
Bone meal, raw, 4 1/2 and 50 bags, per ton, c.i.f.....	@36.50
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% fat.....	@ 8.25

Dry Rendered Tankage.

50% unground.....	@.92 1/2
60% unground.....	@.97 1/2

TALLOWS AND GREASES

(Loose, basis Chicago.)

	Per lb.
Edible tallow.....	@10
Prime packers tallow.....	@ 9 1/2
No. 1 tallow, 10% f.f.a.....	@ 9
Special tallow.....	@ 9 1/2
Choice white grease.....	9 1/2 @10
A-White grease, 4% acid.....	@ 9 1/2
B-White grease, maximum 5% acid.....	@ 9 1/2
Yellow grease, 16-20 f.f.a.....	@ 8 1/2
Brown grease, 40 f.f.a.....	@ 8 1/2



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TALLOW AND GREASES ★

WEEKLY MARKET REVIEW

TALLOW.—Tallow market at New York eased slightly on Wednesday of this week. There was not much business until the middle of the week when a scattered trade materialized at 9½c f.o.b. for extra, a decline of ½c from last week's range. Turnover was not believed to have been large. Consumers, however, have been holding off pending developments and apparently an easing in imported tallow values served to unsettle some domestic producers. Amount on the market was not large and sentiment was mixed.

South American frigorifico No. 1 tallow at New York was quoted at 6.27c, c.i.f., equal to extra, and South American edible was quoted at 6.60c, c.i.f. During the week some South American tallow sold to arrive on a basis of 6.25c, c.i.f. Australian good mixed later was quoted at 6.20c, c.i.f.; good 6c c.i.f., and no color at 5½c, c.i.f.

At New York special was quoted at 9½c, nominal; extra 9½c, delivered, and edible at 10@10½c nominal.

Tallow futures on the New York Produce Exchange were slightly easier on the week, May trading from 9.40 to 9.25 and June selling at 9.35.

There was no London tallow auction this week. At Liverpool, Argentine beef tallow was 6d higher on the week at 28s 3d, while Australian good mixed at Liverpool was 9d higher for the week at 28s 6d.

At Chicago, market on tallow was rather steady, with offerings scarce and demand moderate. Edible was quoted at 10c, fancy 9½c, prime packers, 9½c, special 9½c and No. 1 at 9c.

STEARINE.—A scattered business was reported at New York and the market was steady with oleo quoted at 10½@10¾c. At Chicago, trade was moderate and the market steady and unchanged with oleo quoted at 10½c.

OLEO OIL.—Trade was moderate at New York and market was about steady with extra quoted 12½@13½c, Prime 12½@12¾c, and lower grades 11½@12½c. At Chicago, demand was moderate and market steady and unchanged with extra quoted at 12½c.

(See page 36 for later markets.)

LARD OIL.—Demand was fair at New York and market firmer in spots with offerings well maintained. At New York, No. 1 was quoted at 13½c, No. 2 at 13c, extra 13½c, extra No. 1 13½c, prime 16½c, winter strained 13½c.

NEATSFOOT OIL.—Demand was fair and market firmer in spots with cold test New York quoted at 18½c, extra 13½c, No. 1 at 13½c, pure 14½c and special 13½c.

GREASES.—Last business in yellow and house grease at New York was at 9½c or ¼c better than previous week,

with sellers' ideas firmer. However, a slight easing in tallow values served to quiet demand pending developments. Nevertheless there was no important quantity of greases on the market and producers were firm in their ideas. Consumers, however, were inclined to mark time pending developments although reports from soapers' quarters continued to indicate a big business passing in finished product.

At New York, choice white grease was quoted at 10c, A white 9½c, and B white 9½c, yellow and house at 9½@9¾c.

At Chicago, market was fully steady on greases with undertone firm as a result of fair inquiries and light offerings. Choice white all hog was quoted at 9½@10c, A white 9½c, B white 9½c, yellow 8½@9c and brown 8½c.

TALLOW FUTURE TRADING

Tallow transactions at New York during week ended March 26:

SATURDAY, MARCH 20, 1937.

	High.	Low.	Close.
March	19.00
April	19.20
May	9.25@9.50
June	9.30@9.60
July	9.35@9.60
August	9.50@9.65

MONDAY, MARCH 22, 1937.

March .....	.....	.....	19.00
April .....	.....	.....	19.20
May .....	.....	.....	9.40@9.50
June .....	.....	.....	9.40@9.60
July .....	.....	.....	9.40@9.65
August .....	.....	.....	9.40@9.60

TUESDAY, MARCH 23, 1937.

March .....	.....	.....	19.00
April .....	.....	.....	19.15
May .....	.....	.....	9.30@9.50
June .....	.....	.....	9.35@9.60
July .....	.....	.....	9.35@9.60
August .....	.....	.....	9.35@9.60

WEDNESDAY, MARCH 24, 1937.

March .....	.....	.....	19.00
April .....	.....	.....	19.05
May	9.25	9.25	9.10@9.40
June	9.35	9.35	9.10@9.45
July .....	.....	.....	9.15@9.35
August .....	.....	.....	9.15@9.40

THURSDAY, MARCH 25, 1937.

April .....	.....	.....	19.00
May .....	.....	.....	9.05@9.40
June .....	.....	.....	9.00@9.40
July .....	.....	.....	9.10@9.40
August .....	.....	.....	9.10@9.40

†Nominal.

FAT AND OTHER IMPORTS

Imports of certain fats and specialty products into the United States during January, 1937, were as follows:

	Lbs.	Value.
Lard substitutes	32,713	\$ 3,160
Oleo stearine	339,920	21,433
Oleomargarine	79,500	8,592
Beef and mutton tallow	497,216	28,798
Gelatine, edible	314,231	98,885

BY-PRODUCTS MARKETS

Chicago, March 25, 1937.

Blood.

Blood market somewhat firmer. South American \$3.75@3.90 c.i.f.

Ungrd	Unit Ammonia. \$3.85@4.00
-------------	---------------------------

Digester Feed Tankage Materials.

Market firm at higher prices. Second quality 6 to 10% is nominal at \$3.75 & 10c f.o.b. Chicago.

Ungrd., 10 to 12% ammonia...	\$ @4.00 & 10c
Ungrd., 6 to 10%, first quality.	4.25@4.35 & 10c
Liquid stick	2.25@2.50

Packinghouse Feeds.

Feed market firm and demand good.

Digester tankage meat meal, 60%...	\$ @55.00
Meat and bone scraps, 50%	@55.00
Steam bone meal, 65%, special feeding, per ton	@30.00
Raw bone meal for feeding	@45.00

Dry Rendered Tankage.

Market firm, demand good. Sellers of high quality product holding for 95c.

Hard pressed and exp. ungrd. per	.....
Soft prod. pork, ac. grease & quality, ton	\$.87½ @ .90
Soft prod. beef, ac. grease & quality, ton	@55.00

Bone Meals (Fertilizer Grades).

Market unchanged at quoted prices.

Steam, ground, 3 & 50	\$ @20.00
Steam, ground, 2 & 27	20.00@22.00

Gelatine and Glue Stocks.

Glue stocks strong with firm prices.

Calf trimmings	\$38.00@40.00
Picked sheep trimmings	@30.00
Sinews, pizzles	@35.00
Cattle jaws, skulls and knuckles	35.00@36.00
Hide trimmings	@30.00
Pig skin scraps and trim, per lb., l.c.l.	5 @ 5½c

Fertilizer Materials.

High grade ground tankage 10 to 11 ammonia offered in carlots at \$3.75 & 10c.

High grd. tankage, ground, 10@11% am.	\$ @ 3.75 & 10c
Bone tankage, ungrd., low gr., per ton	20.00@22.00
Hoof meal	3.75@ 3.85

Horns, Bones and Hoofs.

House run cattle hoofs and horns for fertilizer purposes in good demand.

Horns, according to grade	\$45.00@75.00
Cattle hoofs	45.00@47.50
Junk bones	22.50@25.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Animal Hair.

Situation in hair market continues strong with outlet for winter accumula-

tion and contracts for summer.

Coll and field dried hog hair.....2½¢@4¢
Processed, black winter, per lb.....7¢ @9½¢
Cattle switches, each*.....2½¢@2½¢
*According to count.

CASING EXPORTS AND IMPORTS

Foreign trade in casings during January, 1937:

EXPORTS.			
	Hog, lbs.	Beef, lbs.	Other, lbs.
Austria		4,381	
Belgium	1,847	77,452	
Czechoslovakia		7,195	
Denmark		64,858	
France		70,639	
Germany	74,536	511,868	6,290
Italy		128,252	
Netherlands	28,312	86,353	
Norway		82,187	
Poland & Danzig		84,347	
Sweden		22,937	
Switzerland	700	29,701	
United Kingdom	153,919	7,520	26,151
Canada		57,753	25,831
Panama		36,871	180
Australia	140,070		5,136
New Zealand	31,229		5,505
Others	1,415	15,373	4,288
Total	432,028	1,238,187	73,371
Value	\$273,875	\$89,172	\$26,895

IMPORTS.			
	Sheep, lamb, and goat, lbs.	Other, lbs.	
Austria	1,019		
Czechoslovakia	12,070		
Estonia		11,631	
France	3,871	2,535	
Germany	16,069	5,025	
Netherlands	4,971	46,809	
Sweden	303	5,582	
Switzerland	12,040		
United Kingdom	78,342	16,562	
Canada	28,101	175,503	
Argentina	89,080	411,338	
Brazil	4,954	42,267	
Chile	4,790	9,868	
Uruguay		10,930	
British India	14,016		
China	67,494	116,339	
Iraq	9,085		
Japan	309	34,745	
Syria	6,816		
Turkey	3,760		
Australia	209,848	27,445	
New Zealand	24,100	3,128	
Egypt	6,754		
Algeria	5,257		
Morocco	11,323		
Others	11,858	6,069	
Total	629,080	923,576	
Value	\$714,289	\$291,288	

ANIMAL FAT EXPORTS

Exports of animal fats and oils during January, 1937, have been reported as follows:

	Quantity, lbs.	Value, \$
Oleo oil.....	489,693	57,176
Oleo stock.....	203,454	26,203
Oleo stearine.....	52,577	6,308
Oleomargarine.....	10,753	1,744
Neutral lard.....	51,774	7,825
Cooking fats, not lard.....	105,402	15,097
Lard	8,803,703	1,206,313
Tallow, edible.....	13,338	2,324
Tallow, inedible.....	93,168	7,256
Other fats and greases.....	578,061	40,618
Grease stearine.....	25,680	1,793
Neatsfoot oil.....	46,065	6,332
Gelatine	9,633	3,662
Oleic acid.....	8,020	888
Stearic acid.....	40,460	4,349

Of the total lard exported, 4,940,551 lbs. went to the United Kingdom and 3,066,045 lbs. to Cuba. Porto Rico took 1,817,361 lbs. of lard in addition to the above export and 427,043 lbs. of cooking fats other than lard were shipped to insular possessions.

Watch "Wanted" page for Bargains.

FEBRUARY MARGARINE TAX

Taxes paid on oleomargarine during February, 1937 and 1936, as reported by the Bureau of Internal Revenue:

	1937.	1936.
Excise taxes	\$76,225.03	\$101,230.55
Special taxes	13,949.42	15,197.30
Total	\$90,174.45	\$116,427.85

Quantity of product on which tax was paid during February, 1937, totaled 56,544 lbs. of colored margarine and 28,112,700 lbs. of uncolored; during the same month a year ago, tax was paid on 65,678 lbs. of colored and 37,785,100 lbs. of uncolored margarine.

CUBAN LARD PURCHASES UP

Cuba is continuing to import increasing quantities of American hog lard, arrivals in January totaling 3,410,583 lbs., according to a report to the U. S. Department of Commerce from its attache at Havana. December, 1936, imports amounted to 2,816,469 lbs. and receipts in January, 1936, were 2,011,213 lbs. Demand for lard increased with the forward movement of the sugar grinding season.

Improved business conditions and increasing local shortage of olive oil has favored the sale of lard and other cooking fats. Consumers of olive oil have switched to soya bean oil, hog lard, mixed oils and compound lard as substitutes.

Refining Edible Oils

Up-to-date practices in refining edible oils and their manufacture into shortening and salad dressings have resulted in product of superior keeping quality, fine flavor, good color and desirable consistency.

This is due to improvement in neutralizing oils, resulting in more complete deodorization and better decolorizing and clarifying. Improved manufacturing equipment has been introduced and great strides have been made in packaging the product for maximum consumer acceptance.

These up-to-date methods, as well as some of the older practices still in use, are described in a series of articles which have appeared in THE NATIONAL PROVISIONER. Copies of these reprints are available at 50c. To secure them, send the following coupon with remittance:

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Old Colony Bldg., Chicago, Ill.

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City..... State.....

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FATS SITUATION IN 1937

Consumption of fats and oils for edible and inedible purposes in the United States during 1937 will probably exceed the total disappearance of about 9,150,000,000 lbs. in 1936, according to a review of the situation by the U. S. Bureau of Agricultural Economics. Consumption has been increasing since 1932. The bureau believes that 1937 consumption in the food industry will probably show some gain in view of the expected increase in consumer purchasing power.

Production of fats and oils in the United States from domestic and imported materials was considerably larger in 1936 than in 1935 but still below any other year since 1922. Deficits in domestic production during 1935 and 1936 were met by curtailed exports and increased imports. Stocks accumulated during the depression were reduced to about 2,369,000,000 lbs. by the beginning of 1937, or only 349,000,000 lbs. above the level of the same date in 1930, and changes in the domestic supply this year will depend almost entirely on production and imports.

The bureau expects a fall in lard, grease and tallow output in 1937, due to the drought, and believes that total domestic supplies of fats and oils will not show any material increase during the next 6 months. The situation may be modified in the last quarter of 1937 if higher prices result in increased oilseed production. The bureau reports that there are no current indications of any marked increase in world oil and fat supplies and that demand may increase more rapidly than supply, abroad as well as in the United States. Improved economic conditions in Europe and continued war preparations may aid the demand for fats and oils.

Excise taxes imposed by the revenue act of 1936 will probably have a significant effect in strengthening prices of domestic products, according to the bureau. Although attempts are being made to utilize new oils not subject to the tax, the available supply of these oils is small.

Lard production in 1937 will probably be lower than for 1936 which, although larger than 1935, was only 68 per cent of average production for the years 1929-33. Production of inedible tallow and grease in 1936 showed a gain of 216,000,000 lbs. over 1935 but may decline somewhat this year. Domestic cottonseed oil production in 1937 may be slightly above 1936, which was 1,245,000,000 lbs. The bureau believes that the relatively high butter output during the last six months of 1936 will not continue during the first half of 1937, although butter production for the current year may be above last year.

WATCH FOR A POSITION

If you want a position or a packing-house, look for it on the "Classified" THE NATIONAL PROVISIONER.

VEGETABLE OILS ★

WEEKLY MARKET REVIEW

MORE moderate trade featured the oil market the past week but undertone was easier and prices lost about $\frac{1}{4}$ c per pound. On bulges offerings increased, while on the setbacks selling pressure dried up, and while the market was not strong prices showed considerable resistance. However, the market largely followed action in allied and other commodities. The most depressing influence continued to be the unsteady tone in the lard market.

There was nothing within cotton oil itself to inspire new absorption. There was evidence of moderate cash oil demand, some further imports and some prospect for competition between lard and shortening, with May lard and May oil only $\frac{1}{4}$ c apart. At the same time there was reason to anticipate a further increase in lard stocks during the last half of March. Visible supply of both oil and lard is comparatively liberal, and this serves to moderate bullish sentiment in edible fats. There are many who regard commodities as still under the influence of inflation and believe that this will ultimately carry values higher regardless of statistical positions.

No Shortage in Sight

No shortage of cotton oil or edible fats is in sight. Should disappearance of oil during the balance of the season be no larger than that of the same time last season, carryover on August 1, would run slightly over 1,000,000 bbls. of oil compared with about 856,000 bbls. last season. On the other hand, should disappearance the last five months of the season equal the 10-year-average, the carryover would be about the same as at the end of last season. Such a carryover however, would prove more than sufficient to satisfy the in-between season's demands.

At the same time, a carryover no larger than last year's would not prove burdensome, as important distributors have made it a practice to make sure that they have sufficient oil for the in-between season's demand, so that 700,000 or 800,000 bbls. carried over would be in the strongest of hands and owners would not be inclined to disturb the market pending movement of the new crop.

Anticipated broader European demand for lard has thus far failed to materialize. This is very important, because unless other outlets for lard are established competition with shortening is expected to become very keen. In the meantime some foreign oil is coming in. It is estimated that about 30,000 bbls. of cotton oil were received here during the first half of March, with reports indicating that quite a little more is to come during the balance of the month and April.

Extent of consuming demand therefore is very important. Easter and Jewish holidays have interfered somewhat with trade, as usual, but March consumption is expected to run around 200,000 bbls. against about 177,000 bbls. in March last year.

COCOANUT OIL—Demand was rather quiet at New York the past week and as a result prices eased about $\frac{1}{2}$ c. Offerings appeared to be a little freer. Dealers at New York indicated April-May could be bought at $8\frac{1}{2}$ c while May forward was down to $8\frac{1}{4}$ c. At the Pacific coast, reports were that business passed in July clearance at around $8@8\frac{1}{2}$ c.

CORN OIL—Market was rather quiet at New York and continued to cover a narrow range at $10\frac{1}{4}@10\frac{1}{2}$ c.

SOYA BEAN OIL—There was nothing particularly new at New York in this market with mills quoting around 10c for futures.

PALM OIL—Market at New York was a little easier owing to larger offerings. Nigre oil on the spot was quoted at 7c and forward shipment $6\frac{1}{4}$ c. Sumatra for May-June was $6\frac{1}{4}$ c and deferred shipment $5\frac{1}{2}$ c.

PALM KERNEL OIL—Market was quiet at New York with English oil quoted at 7.60c, German 7.35c and Dutch 7.45c.

PEANUT OIL—There was no pressure of offerings at New York and Southeastern sellers were asking $10\frac{1}{2}@10\frac{3}{4}$ c.

OLIVE OIL—Nearby foots came out around $11\frac{1}{2}$ c while replacements cost around 12c.

COTTONSEED OIL—Valley and Southeast crude $9.87\frac{1}{2}@10.00$, nominal; Texas 10.00 nominal at common points, Dallas 10.12 $\frac{1}{2}$ nominal.

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., March 25, 1937.—Cotton oil futures steady, with bid prices too low for hedging. Light crude sales 10c lb. Valley, with mills disinclined to offer freely. Bleachable held for higher prices, with Texas asking 11c lb. f.o.b. mill, limited quantities. Unsold stocks poorly distributed.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, March 25, 1937.—Forty-three per cent cottonseed cake and meal, basis Dallas, for interstate shipment, \$38.50. Prime cottonseed oil was quoted at Dallas at $10@10\frac{1}{2}$ c.

Market transactions at New York:

Friday, March 19, 1937

Sales.	—Range—		—Closing—	
	High.	Low.	Bid.	Asked.
Spot				a
April			1120	a nom
May	15	1127	1121	a trad
June			1130	a nom
July	33	1135	1129	a trad
Aug.			1135	a nom
Sept.	67	1140	1132	a 40tr
Oct.	8	1120	1115	a trad
Nov.			1115	a nom

Saturday, March 20, 1937

Spot				a
April			1120	a nom
May	15	1124	1121	a trad
June			1125	a nom
July	35	1131	1126	a 26tr
Aug.			1125	a nom
Sept.	17	1133	1128	a trad
Oct.	5	1113	1108	a trad
Nov.			1110	a nom

Monday, March 22, 1937

Spot				a
April			1110	a nom
May	10	1127	1112	a 1113
June			1115	a nom
July	42	1135	1118	a 19tr
Aug.			1120	a nom
Sept.	40	1136	1121	a trad
Oct.	4	1117	1108	a trad
Nov.			1100	a nom

Tuesday, March 23, 1937

Spot				a
April			1100	a nom
May	46	1108	1103	a trad
June			1105	a nom
July	44	1117	1111	a trad
Aug.			1110	a nom
Sept.	27	1118	1112	a trad
Oct.	6	1101	1094	a 95tr
Nov.			1090	a nom

Wednesday, March 24, 1937

Spot				a
April			1110	a nom
May	5	1107	1105	a 1113
June			1110	a nom
July	33	1116	1116	a 1118
Aug.			1115	a nom
Sept.	22	1118	1115	a 1121
Oct.	13	1099	1095	a 1101
Nov.			1085	a 1098

Thursday, March 25, 1937

May	1115	1110	1111	a
July	1124	1115	1118	a
Sept.	1127	1117	1118	a
Oct.	1108	1104	1098	a

(See page 36 for later markets.)

HULL OIL MARKETS

Hull, England, March 24, 1937.—Refined cottonseed oil, 33s. Egyptian crude cottonseed oil, 30s.

WEEK'S CLOSING MARKETS

THURSDAY'S CLOSINGS

Provisions

Prices for lard ranged higher on Thursday under a fair general demand which was stimulated by higher hog and grain markets. Commission houses were buyers on setbacks and packers sold on bulges. Other hog product futures were steady. Cash demand was reported quiet. Hogs were firmer with Chicago top at \$10.60.

Cottonseed Oil

Cotton oil futures were quiet and irregular in a featureless market. Prices followed outside fluctuations and offerings increased on small rallies but dried up on breaks. Cash trade was reported fair. Crude was 10c bid across the Belt.

Quotations on bleachable cottonseed oil at close of market on Thursday were: May, 11.11@11.13; July, 11.18 sale; Sept. 11.18@11.21; Oct., 10.98@11.04. Tone steady; sales 72 lots.

Tallow

Tallow, extra 9½c lb., f.o.b.

Stearine

Stearine, 10¼@10½c lb. nominal.

Thursday's Lard Markets

New York, March 25, 1937.—Prices are for export. Lard, prime Western, \$12.55@12.65; middle Western, \$12.45@12.55; city, 12¼c; refined Continent, 12½c; South American, 13c; Brazil kegs, 13½c; compound, 13½c in earlots.

LIVE HOG IMPORTS

Imports of live hogs into the United States are reported by the U. S. Bureau of Agricultural Economics as follows for January, 1937, with comparisons:

	Number. ¹
Jan., 1937	12,901
Dec., 1936	19,173
Jan., 1936	3,236

¹Based on average weight of 200 lbs.

WEEKLY HIDE IMPORTS

Imports of cattle hides at leading U. S. ports for week ended March 20:

Week Ending	New York	Boston	Phila.
Mar. 20, 1937	35,541	22,025	17,531
Mar. 13, 1937	74,708	2,469	2,481
Mar. 6, 1937	39,027	.....	16,721
Feb. 27, 1937	60,826	52,522	14,998
Total 1937	564,696	129,985	80,348
Mar. 21, 1936	55,608	2,528	.....
Mar. 14, 1936	20,982	.....	1,612
Total 1936	434,825	42,280	37,699
Total so far: 1937-775,029* — 1936-514,714.*			

*Does not include Imports at Norfolk

BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, March 25, 1937—General provision market firm, with fair demand for A. C. hams and pure lard.

Thursday's prices were: Hams, American cut, 93s; hams, long cut, exhausted; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 77s; Wiltshires, unquoted; Cumberlands, 69s; Canadian Wiltshires, 80s; Canadian Cumberlands, 75s; spot lard, 68s.

BRITISH BEEF TONGUE DUTY

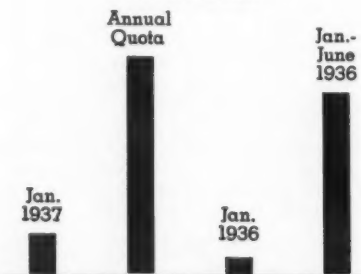
Although it was previously believed that new British duties on beef would apply to American beef tongues, canned and uncanned, these products are being exempted from the additional levy by an order in council. Under the Anglo-Polish trade agreement duty on these products was bound at the present rate of 10 per cent ad valorem. The agreement was in force until December 31, 1936, and indefinitely thereafter until expiration of 6 months from date of notice of termination by either party. Exports of canned beef tongues from the United States to Great Britain during 1936 totaled 2,287,000 lbs., valued at about \$662,000. Other beef exports from the United States during 1936, including some uncanned tongues, totaled 5,834,000 lbs.

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to March 25, 1937: To the United Kingdom, 31,088 quarters, to the Continent, 5,802. Last week to United Kingdom 106,371 quarters; to the Continent, 8,831.

CATTLE IMPORTS

(700 lbs. and over)



Over 18 per cent of the annual quota on imports of 700-lb. and over cattle, established in the U. S.-Canadian trade agreement, was used up during January. The rate of imports was slower in January, 1936, although 83 per cent of the quota had been exhausted by the end of June, 1936.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended March 26, 1937, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ended	Prev.	Cor. week,
	Mar. 26.	week.	1936.
Spr. nat.			
strs.	17¼@17½n	17¼@17½n	@18½
Hvy. nat.			
strs.	@17	@17	@13
Hvy. Tex.			
strs.	@17	@17	@13
Hvy. butt.			
brnd'd strs.	@17	@17	@13
Hvy. Col.			
strs.	@16½	@16½	@12½
Ex-light Tex.			
strs.	@15½	@15½b	@10½
Brnd'd cows.	@15½	@15½b	@10½
Hvy. nat.			
cows	@16	@16	@11½ax
Lt. nat. cows	@16	@16b	10% @11
Nat. bulls ..	@14	13 @13½	@9
Brnd'd bulls.	@13	12 @12½	@8
Califskins ..	26	26	18½ @20½
Kips, nat....	@19n	18½ @19n	@13n
Kips, ov-wt..	@18	@18	@12n
Kips, brnd'd	16½ @17n	16 @17n	@10½n
Slunks, reg..	@1.40	@1.40	1.10@1.15
Slunks, hrls	55	@60	35
Light native, butt branded and Colorado steers			
1c per lb. less than heavies.			

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts.	15¼@16	15	10	10½
Branded	14¼@15¼	14½	10	9½
Nat. bulls	12	11	11½	8
Brnd'd bulls	11	10	10½	7
Califskins	25	24½	26	17½@19
Kips	17	17	17	12
Slunks, reg.	1.20@1.30n	1.15@1.25n	75	60n
Slunks, hrls.	45	45	20	25n

COUNTRY HIDES.

Hvy. steers	12¼@12½	12½	8½@9
Hvy. cows	12¼@12½	12½	8½@9
Butts	13¼@14	13½	9@9½
Extremes	15¼@15½	15	10¼@10½
Bulls	10¼@10½	10¼	6¼@6½
Califskins	18	18	12½@13
Kips	14¼@15	14½	9½@10
Light calf	1.35@1.50n	1.25@1.50n	80@85n
Deacons	1.35@1.50n	1.25@1.50n	80@85n
Slunks, reg.	90	90	1.00n 50
Slunks, hrls.	15	15	25n 10
Horsehides	5.00@5.90	4.85@5.90	3.25@3.85

SHEEPSKINS.

Pkr. lambs	2.65@2.85	2.60@2.85	2.20@2.40
Smr. pkr. lambs	2.00@2.25	2.20@2.25	1.75@1.87½
Pkr. shearings	1.50	1.50	1.00
Dry pelts	21½@22½	21	22

N. Y. HIDE FUTURE MARKETS

Saturday, Mar. 20, 1937—Close: Mar. 17.08 n; June 17.41 sale; Sept. 17.72@17.74 sales; Dec. 18.04 n; Mar. (1938) 18.32 n; sales 113 lots. Closing 1 higher to 7 lower.

Monday, Mar. 22, 1937—Close: Mar. 16.92 n; June 17.22@17.23 sales; Sept. 17.60 sale; Dec. 17.92 n; Mar. (1938) 18.22 n; sales 121 lots. Closing 10@19 lower.

Tuesday, Mar. 23, 1937—Close: Mar. 16.99 n; June 17.32 sale; Sept. 17.70 sale; Dec. 18.00 n; Mar. (1938) 18.29 n; sales 69 lots. Closing 7@10 higher.

Wednesday, Mar. 24, 1937—Close: June 17.65 n; Sept. 17.99@18.05; Dec. 18.31 n; Mar. (1938) 18.61 n; sales 104 lots. Closing 29@33 higher.

Thursday, Mar. 25, 1937—Close: June 17.77 sale; Sept. 18.14@18.15 sales; Dec. 18.44@18.50; Mar. (1938) 18.72 n; sales 105 lots. Closing 11@16 higher.

Friday, Mar. 26, 1937—Good Friday; no session.

EQUIPMENT BARGAINS

Watch the Classified Advertisements page for bargains in equipment.

The National Provisioner

HIDES AND SKINS ★

WEEKLY MARKET REVIEW

Chicago

PACKER HIDES.—There was a good demand for packer hides during the latter half of this week and packers moved a total of close to 135,000, selling well into March on most descriptions and declining some business late this week due to their closely sold-up position. Advances of $\frac{1}{4}$ c were paid for the more popular Colorados and light Texas steers, but Colorados are now offered only in combination with native steers and butt brands at the one price of 17c. On successive advances, bulls moved up a full cent. All other descriptions moved at unchanged prices, but packers appear to have sold all the hides they care to at the moment.

Aside from a period of quietness, the spot market ignored the lower prices in the hide futures market, which sagged off late last week and resulted in offerings of re-sale light native and branded cows at $\frac{1}{4}$ c off. The up-turn in hide futures early mid-week resulted in these offerings being withdrawn, and futures worked up 3@6 points over previous highs late this week.

Included in the trading this week were 37,200 Jan.-Feb.-Mar. native steers by all packers, and 850 Feb.-Mar. by Association, all at 17c, clearing up probably over half of the accumulation on winter natives; some packers closely sold up. Total of 9,400 Mar. extreme light native steers also sold at 16 $\frac{1}{4}$ c, steady.

Two packers moved 6,500 Feb.-Mar. butt branded steers at 17c, steady; 10,600 mostly Mar. Colorados sold at 16 $\frac{1}{4}$ c, or $\frac{1}{4}$ c up. Total of 4,900 Feb.-Mar. heavy Texas steers sold at 17c, steady; 600 light Texas steers sold at 16c, and 800 later at 16 $\frac{1}{4}$ c; 1,100 extreme light Texas steers 15 $\frac{1}{2}$ c, steady.

Three packers sold 23,600 mostly Mar. heavy native cows, and Association 700 Mar., all at 16c, steady. Total of 9,000 mostly Mar. light native cows moved at 16c, and Association sold 2,000 Mar. at 16c also. Three packers sold 16,500 mostly Mar. branded cows, and Association 1,000 Mar., all at 15 $\frac{1}{2}$ c, steady.

Association sold 700 Feb.-Mar. bulls late last week at 13 $\frac{1}{2}$ c for natives and 12 $\frac{1}{2}$ c for brands, following quiet sales of couple cars at $\frac{1}{2}$ c less; one packer sold 1,250 same basis early this week, while late in the week one packer sold 1,600 and another 1,000 Mar. native bulls at 14c.

An Indiana packer also sold 6,000 Mar. hides late this week, with prices reported to have been 17 $\frac{1}{2}$ c for native steers, extreme light natives 16 $\frac{1}{4}$ c, light cows 16 $\frac{1}{2}$ c, butt branded steers 17 $\frac{1}{2}$ c, and Colorados 17c, being washed hides which usually bring premium of $\frac{1}{4}$ c.

OUTSIDE SMALL PACKER HIDES.—Market generally fairly closely sold up and early winter hides scarce; offer-

ings confined to Feb. forward and, while no sales reported over 15@15 $\frac{1}{4}$ c, f.o.b. nearby points, for all-weight natives, 15 $\frac{1}{4}$ c or better usually asked, especially since country extremes reported sold at 15 $\frac{1}{2}$ c. Chicago take-off nominal at 15 $\frac{1}{2}$ @16c.

PACIFIC COAST.—Last reported trading in Coast market was on Feb. hides previous week at 15c for steers and 13 $\frac{1}{2}$ c for cows, flat, f.o.b. shipping points; market firm.

FOREIGN WET SALTED HIDES.—Liberal buying previous week by American and European tanners, the former taking most of the heavy hides and the latter a large quantity of light stock, left the South American market fairly closely sold up. One lot of 8,000 Anglo steers was reported early this week, coming to the States, at 121 pesos, equal to 19 $\frac{1}{4}$ c, c.i.f. New York, as against 120 pesos or 16-1/16c last paid.

COUNTRY HIDES.—While trading slowed up in the country market early in the week, offerings were rather light and with the resumption of trading in the packer market the country hides are firmly priced. Recent trading has removed a good many country hides from the market and stocks are not burdensome, with dealers slow to offer in some quarters. Untrimmed all-weights hard to find at 13c, selected, delivered Chicago, with up to 13 $\frac{1}{2}$ c asked; trimmed quoted 13 $\frac{1}{2}$ @13 $\frac{1}{2}$ c. Heavy steers and cows 12 $\frac{1}{2}$ @12 $\frac{1}{2}$ c asked, selected, or 12c flat. Sales of choice trimmed buff weights reported at 14c, although some quote 13 $\frac{1}{2}$ @14c. Choice trimmed extremes reported sold late this week at 15 $\frac{1}{2}$ c and this is usually asked; some quote 15 $\frac{1}{2}$ @15 $\frac{1}{2}$ c; asking 15c untrimmed. Bulls 10 $\frac{1}{2}$ @10 $\frac{1}{2}$ c asked, flat; glues around 10c flat. All-weight branded hides quoted 11 $\frac{1}{2}$ @11 $\frac{1}{2}$ c flat.

CALFSKINS.—Packer calfskins are firm and well sold up to March 1st, with last trading in Feb. calf at 27c for northern heavies, 27 $\frac{1}{2}$ c or usual premium for Detroit, Cleveland and Evansville heavies, 26c for River point heavies and 28c for lights under 9 $\frac{1}{2}$ lb.

Chicago city calfskins firm, with 25c last paid for 8/10 lb. and 25 $\frac{1}{2}$ @26c asked at present; the 10/15 lb. moved up $\frac{1}{2}$ c when two collectors each sold a car at 25c and apparently none offered at the moment. Outside cities, 8/15 lb., quoted 24 $\frac{1}{2}$ @25c; mixed cities and countries 21 $\frac{1}{2}$ @22 $\frac{1}{2}$ c; straight countries 18@19c flat. Chicago city light calf and deacons sold at \$1.85 for 6,000, or 5c advance.

KIPSKINS.—Packer kipskins also firm and closely sold up to March 1st. Northern native kips quotable 19c nom., or $\frac{1}{2}$ c over last sale, based on a later sale of Feb. northern over-weights at

18c, southern at 17c; branded kips were cleaned up at 16c but quotable 16 $\frac{1}{4}$ @17c.

Chicago city kipskins last sold previous week at 17c, and a re-sale car being offered at 18c. Outside cities quoted 16 $\frac{1}{4}$ @17c; mixed cities and countries around 16c nom.; straight countries 14 $\frac{1}{2}$ @15c flat.

HORSEHIDES.—Market in general, while firmer, is rather sluggish in following advances on beef hides, due to the rather narrow outlet for horsehides. Choice city renderers, with full manes and tails, quoted \$5.75@5.90, selected, f.o.b. good sections; ordinary trimmed renderers \$5.35@5.50 del'd. Chicago; mixed city and country lots \$5.00@5.15.

SHEEPSKINS.—Dry pelts steady and usually quoted 21 $\frac{1}{2}$ @22 $\frac{1}{2}$ c per lb., delivered Chicago. Production of packer shearlings has not increased as early as had been expected, due partly to colder weather recently; good demand reported and market firm at last trading prices, No. 1's \$1.50, No. 2's \$1.20 and No. 3's 90c; some offerings being put out now at 10c higher, or \$1.60, \$1.30 and \$1.00. All killers still report very light production of shearlings. Pickled skins also firm at \$7.50 per doz., packer lambs last paid, some talking up to \$8.00 on next offerings; production light here also. Open trading awaited to establish prices on packer lamb pelts, with \$3.35 per cwt. live lamb last reported paid to an outside packer; others talking up to \$3.50@3.60 per cwt. in a nominal way; some trading necessary to establish market. Outside small packer pelts quoted \$2.20@2.25 per piece.

New York

PACKER HIDES.—Market firm, with some packers sold up to middle of March, others to end of March. In the trading previous week, Feb.-Mar. native and butt branded steers moved at 17c, Colorados at 16 $\frac{1}{2}$ c; a few Jan. natives moved at 17 $\frac{1}{4}$ c; Jan. Colorados 16 $\frac{1}{4}$ c.

CALFSKINS.—Trading early in the period established prices 25@40c higher than previous sales couple weeks back. Some quiet sales of collectors' calf were reported, 4-5's at \$1.90, 5-7's at \$2.15, and 7-9's at \$2.70, with the 9-12's quoted around \$3.55 nom. About 15,000 packer calf sold early, 7-9's at \$3.00, 9-12's at \$3.80 and 12/17 veal kips at \$4.30.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended March 20, 1937, were 6,626,000 lbs.; previous week, 6,578,000 lbs.; same week last year, 4,774,000 lbs.; from January 1 to March 20 this year, 75,481,000 lbs.; same period a year ago, 52,387,000 lbs.

Shipments of hides from Chicago for the week ended March 20, 1937, were 7,136,000 lbs.; previous week, 6,283,000 lbs.; same week last year, 3,164,000 lbs.; from January 1 to March 20 this year, 59,640,000 lbs.; same period a year ago, 46,629,000 lbs.

LIVE STOCK MARKETS ★

WEEKLY REVIEW

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, March 25, 1937, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs, excluded). CHICAGO. E. ST. LOUIS. OMAHA. KANS. CITY. ST. PAUL.

Lt. wt., 140-160 lbs.,					
Good-choice	\$ 9.50@10.25	\$ 9.50@10.20	\$ 9.20@10.00	\$ 9.15@ 9.90	\$ 9.15@ 9.90
Medium	8.90@10.00	8.75@10.00	8.60@ 9.75	8.35@ 9.60	8.60@ 9.75

Lt. wt., 160-180 lbs.,					
Good-choice	10.00@10.50	10.00@10.35	9.75@10.35	9.60@10.20	9.75@10.25
Medium	9.40@10.15	9.30@10.20	9.25@10.20	8.85@10.00	9.35@10.00

Lt. wt., 180-200 lbs.,					
Good-choice	10.15@10.60	10.25@10.45	10.20@10.40	10.00@10.30	10.00@10.35
Medium	9.65@10.30	9.75@10.25	9.65@10.25	9.50@10.10	9.65@10.15

Med. wt.,					
200-220 lbs., gd.-ch.	10.35@10.60	10.30@10.45	10.25@10.45	10.10@10.35	10.15@10.35
220-250 lbs., gd.-ch.	10.35@10.60	10.30@10.45	10.25@10.45	10.15@10.35	10.25@10.40

Hvy. wt.,					
250-290 lbs., gd.-ch.	10.35@10.60	10.20@10.40	10.25@10.45	10.15@10.35	10.25@10.40
290-350 lbs., gd.-ch.	10.25@10.55	10.10@10.35	10.25@10.40	10.15@10.35	10.00@10.40

PACKING SOWS:					
275-350 lbs., good	9.90@10.10	9.75@ 9.90	9.65@ 9.75	9.60@ 9.85	9.60@ 9.75
350-425 lbs., good	9.75@ 9.90	9.65@ 9.85	9.65@ 9.75	9.50@ 9.75	9.50@ 9.70
425-550 lbs., good	9.50@ 9.75	9.50@ 9.75	9.50@ 9.70	9.35@ 9.60	9.50@ 9.70
275-550 lbs., medium	9.15@ 9.90	8.00@ 9.65	8.75@ 9.65	8.80@ 9.60	9.00@ 9.60

SLAUGHTER PIGS, 100-140 lbs.:					
Good-choice	8.60@10.00	7.50@ 9.65	8.00@ 9.45	8.25@ 9.35	8.25@ 9.50
Medium	7.50@ 9.50	6.50@ 9.40	7.00@ 9.20	7.60@ 9.15	.....

Slaughter Cattle, Calves and Vealers:

STEERS, 550-900 lbs.,					
Choice	13.00@14.25	11.25@12.50	12.25@13.75	11.00@12.75	11.35@13.75
Good	10.00@13.75	9.00@11.75	9.75@12.25	9.75@12.00	10.00@13.00
Medium	8.00@10.00	7.50@ 9.75	8.00@ 9.75	7.50@ 9.75	7.60@10.00
Common (plain)	6.50@ 8.25	6.50@ 7.75	6.25@ 8.00	6.25@ 8.00	5.85@ 7.85

STEERS, 900-1100 lbs.,					
Prime	14.75@15.75	.....	.....	.....	.....
Choice	13.75@15.25	11.75@12.75	12.50@14.25	12.00@13.75	12.75@14.25
Good	10.25@14.00	9.75@12.00	10.00@12.50	9.75@12.50	10.00@13.00
Medium	8.25@10.75	7.75@10.00	8.00@10.25	8.00@10.25	7.85@10.40
Common (plain)	7.00@ 8.75	6.75@ 8.00	6.50@ 8.00	6.50@ 8.25	6.55@ 8.25

STEERS, 1100-1300 lbs.,					
Prime	15.25@16.00	.....	.....	.....	.....
Choice	14.00@15.25	12.00@12.75	12.50@14.25	12.50@14.00	13.00@14.50
Good	11.00@14.25	10.00@12.00	10.25@12.75	10.25@12.75	10.40@13.00
Medium	8.75@11.00	8.00@10.25	8.25@10.25	8.25@10.25	8.25@10.50

STEERS, 1300-1500 lbs.,					
Prime	15.25@16.00	.....	.....	.....	.....
Choice	14.00@15.25	12.00@12.75	12.75@14.50	12.50@14.00	12.75@14.50
Good	11.25@14.00	10.00@12.00	10.25@13.00	10.25@12.75	10.25@13.00

HEIFERS, 550-750 lbs.,					
Choice	11.25@12.50	9.75@10.75	10.25@11.75	10.25@11.50	10.15@11.40
Good	9.50@11.25	8.75@ 9.75	8.75@10.25	8.50@10.25	8.40@10.50
Common (plain), medium	6.00@ 9.50	6.25@ 8.75	5.50@ 8.75	5.50@ 8.50	5.40@ 8.75

HEIFERS, 750-900 lbs.,					
Good-choice	8.75@13.00	.....	8.75@12.00	8.50@11.50	8.60@11.40
Common (plain), medium	6.25@ 9.75	.....	5.50@ 8.75	5.50@ 8.50	5.60@ 8.75

COWS:					
Choice	8.00@ 9.00	.....	.....	.....	.....
Good	6.75@ 8.00	6.50@ 7.50	6.50@ 7.75	6.75@ 7.75	6.65@ 7.65
Common (plain), medium	5.40@ 6.75	5.25@ 6.50	5.25@ 6.50	5.25@ 6.75	5.15@ 6.65
Low cutter-cutter	3.75@ 5.40	3.50@ 5.25	3.75@ 5.25	3.50@ 5.25	3.65@ 5.15

BULLS (Yearlings excluded):					
Good (beef)	6.00@ 6.75	6.50@ 7.00	6.25@ 7.00	6.00@ 6.25	6.00@ 6.50
Cutter, com. (plain), med.	5.50@ 6.65	4.75@ 6.50	4.75@ 6.75	4.75@ 6.00	4.65@ 6.25

VEALERS:					
Good-choice	7.50@10.00	9.00@10.25	8.00@10.00	8.00@ 9.50	7.50@ 9.50
Medium	6.50@ 7.50	7.50@ 9.00	6.50@ 8.00	6.00@ 8.00	6.50@ 7.50
Cull-common (plain)	5.00@ 6.50	4.50@ 7.50	4.50@ 6.50	4.50@ 6.00	4.50@ 6.50

CALVES, 250-500 lbs.,					
Good-choice	6.00@ 8.00	6.25@ 9.00	6.00@ 9.00	6.50@ 9.00	6.50@ 8.50
Common (plain), medium	4.50@ 6.00	4.75@ 6.25	4.00@ 6.50	4.50@ 6.50	4.50@ 6.50

Slaughter Lambs and Sheep:

LAMBS:					
Choice	12.25@12.70	11.50@12.25	11.75@12.25	11.60@11.90	11.50@11.85
Good	11.75@12.25	11.00@11.50	11.00@11.75	11.00@11.60	11.00@11.50
Medium	11.00@11.75	10.00@11.00	10.50@11.00	9.75@11.00	10.00@11.00
Common (plain)	10.25@11.00	9.00@10.00	9.75@10.50	8.25@ 9.75	8.50@10.00

EWES:					
Choice	6.25@ 7.25	6.00@ 7.25	6.00@ 7.25	5.75@ 7.00	5.50@ 7.00
Common (plain), medium	4.00@ 6.25	4.00@ 6.00	3.50@ 6.00	3.50@ 5.75	3.50@ 5.50

CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., March 25, 1937—At 22 concentration points and 9 packing plants in Iowa and Minnesota, very light hog receipts were responsible for a fairly strong undertone most of week. Present prices of butcher hogs were unevenly 10@30c, mostly 25c, higher than last week's close. Packing sows were 15@25c higher. Current values of good to choice 200 to 290 lb. hogs, off truck, at plants and stations, \$10.05@10.20; long hauls at plants \$10.25@10.30; first hand bids by dealers around \$10.00@10.05. Truck lots, 180 to 200 lbs. and 290 to 350 lbs., mostly \$9.95@10.10; mixed grades 160 to 180 lbs., \$9.00@9.80 and a few comparable light lights \$8.15@9.00. Most sows off truck \$9.45@9.70; few good light kinds up to \$9.85.

Receipts week ended March 25, 1937.

	This week.	Last week.
Friday, March 19.....	20,700	10,500
Saturday, March 20.....	21,500	15,700
Monday, March 22.....	30,800	42,800
Tuesday, March 23.....	11,700	16,700
Wednesday, March 24.....	12,400	15,800
Thursday, March 25.....	5,100	16,500

CANADIAN LIVESTOCK PRICES

BUTCHER STEERS.

Up to 1,050 lbs.

Top Prices	Week ended March 18.	Last week.	Same week 1936.
Toronto.....	\$ 8.00	\$ 8.25	\$ 6.65
Montreal.....	7.75	7.50	6.50
Winnipeg.....	8.00	8.00	5.50
Calgary.....	8.00	7.00	4.50
Edmonton.....	7.50	7.00	4.50
Prince Albert.....	4.00	5.00	3.50
Moose Jaw.....	6.25	6.00	4.25
Saskatoon.....	6.00	5.50	4.25

VEAL CALVES.

Toronto.....	\$10.00	\$10.00	\$ 9.25
Montreal.....	8.00	8.00	8.00
Winnipeg.....	7.00	7.00	7.00
Calgary.....	8.00	8.00	6.00
Edmonton.....	7.50	7.50	5.50
Prince Albert.....	4.00	5.50	5.50
Moose Jaw.....	6.00	6.25	5.50
Saskatoon.....	6.00	6.25	5.10

BACON HOGS.

Toronto.....	\$ 8.75	\$ 8.25	\$ 8.75
Montreal (1).....	8.90	8.60	9.00
Winnipeg (1).....	8.15	8.00	8.25
Calgary.....	7.65	7.55	7.75
Edmonton.....	7.60	7.00	7.75
Prince Albert.....	7.90	7.75	7.75
Moose Jaw.....	7.75	7.75	8.00
Saskatoon.....	7.90	7.75	7.85

(1) Montreal and Winnipeg hogs sold on a "fed and watered" basis. All others "off trucks."

GOOD LAMBS.

Toronto.....	\$10.00	\$10.00	\$ 8.90
Montreal.....	9.25	9.50	8.00
Winnipeg.....	8.50	8.50	7.50
Calgary.....	7.75	7.75	6.75
Edmonton.....	8.40	8.25	7.25
Prince Albert.....	5.00
Moose Jaw.....	8.00
Saskatoon.....	7.00

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The National Provisioner

RECEIPTS AT CHIEF CENTERS

Week ended March 20, 1937:

At 20 markets:

	Cattle.	Hogs.	Sheep.
Week ended March 20.....	180,000	331,000	250,000
Previous week	185,000	345,000	254,000
1936	186,000	337,000	279,000
1935	158,000	256,000	288,000
1934	181,000	426,000	276,000

At 11 markets:

		Hogs.
Week ended March 20.....		284,000
Previous week		274,000
1936		264,000
1935		210,000
1934		368,000
1933		382,000
1932		395,000

At 7 markets:

	Cattle.	Hogs.	Sheep.
Week ended March 20.....	126,000	210,000	147,000
Previous week	124,000	224,000	146,000
1936	136,000	254,000	185,000
1935	113,000	171,000	198,000
1934	138,000	315,000	200,000
1933	118,000	323,000	208,000
1932	124,000	348,000	220,000

LIVESTOCK FREIGHT RATES

Arguments of various packers were heard by the Interstate Commerce Commission last week in complaints against livestock freight rates from Midwestern points to Chicago, St. Louis and East St. Louis, and against livestock rates to the East via Chicago. In both No. 26717, Chicago Live Stock Exchange vs. Abilene & Southern et al., and No. 26935, Agar Packing & Provision vs. Alton, dismissal of the complaints had been recommended by A. S. Worthington, ICC examiner.

Packers at Chicago, St. Louis and East St. Louis in the Agar complaint have declared that rates from Western points to their cities were unreasonable

and unduly prejudicial to them. These packers include Agar Packing & Provision Co., P. Brennan Co., Illinois Meat Co., Hygrade Food Products Corp., Hunter Packing Co. and Krey Packing Co. In the Live Stock Exchange complaint there was also an attack on carload meat rates from Western territory to Chicago and Eastern points as unduly preferential of Western packers.

Among representatives at the hearing were H. R. Park, C. B. Heineman and George P. Boyle for the complainants mentioned, Ross D. Rynder for Swift & Company, Paul E. Blanchard for Armour and Company, Nuel D. Belnap for Cudahy Packing Co., and W. H. Wagner for interior Iowa packers.

NEW YORK LIVE STOCK

Receipts week of March 20, 1937:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	5,145	7,887	4,775	28,502
Central Union	2,400	1,717		8,159
New York	364	3,720	18,575	6,994
Total	7,909	13,324	23,350	43,655
Last week	6,851	12,478	23,322	47,689
Two weeks ago	6,364	9,990	23,242	36,163

PACIFIC COAST LIVESTOCK

Receipts during the five days ended March 19, 1937:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles	4,585	1,778	1,131	1,346
San Francisco	1,915	25	2,350	1,175
Portland	2,850	195	3,750	4,575
DIRECTS—Los Angeles: Cattle, 80 cars; hogs, 115 cars; sheep, 29 cars. San Francisco: Cattle, 235 head; calves, 75 head; hogs, 2,700 head; sheep, 4,600 head.				

CALIF. INSPECTED SLAUGHTER

State-inspected kill February, 1937:

	Number.
Cattle	49,167
Calves	28,884
Sheep	96,188
Hogs	55,715

Meat food products produced:

	Lbs.
Sausage	2,323,056
Pork, beef	1,654,407
Lard and lard substitutes	1,021,786
Chili	4,900
Total	5,004,149

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

WESTERN DRESSED MEATS

	NEW YORK.	PHILA.	BOSTON.
STEERS, carcass			
Week ending March 20, 1937.....	9,421½	2,247	2,274
Week previous	9,700	2,301	2,111
Same week year ago.....	6,270	1,990	1,893
COWS, carcass			
Week ending March 20, 1937.....	1,553	1,298	2,822
Week previous	1,935½	1,493	2,824
Same week year ago.....	1,552	676	1,772
BULLS, carcass			
Week ending March 20, 1937.....	227	421	52
Week previous	141	321	23
Same week year ago.....	171½	183	32
VEAL, carcass			
Week ending March 20, 1937.....	15,708	2,422	878
Week previous	20,957	2,402	1,012
Same week year ago.....	14,921	1,508	513
LAMB, carcass			
Week ending March 20, 1937.....	30,188	14,581	12,255
Week previous	44,658	14,800	12,728
Same week year ago.....	28,315	8,162	13,000
MUTTON, carcass			
Week ending March 20, 1937.....	1,621	252	1,124
Week previous	2,738	435	180
Same week year ago.....	1,593	829	506
PORK CUTS, lbs.			
Week ending March 20, 1937.....	2,136,542	423,689	420,319
Week previous	2,181,710	423,583	438,899
Same week year ago.....	1,438,387	266,430	258,823
BEEF CUTS, lbs.			
Week ending March 20, 1937.....	324,483		
Week previous	312,079		
Same week year ago.....	250,578		

LOCAL SLAUGHTERS

	NEW YORK.	PHILA.	BOSTON.
CATTLE, head			
Week ending March 20, 1937.....	9,510	2,081	
Week previous	9,170	2,313	
Same week year ago.....	7,274	1,852	
CALVES, head			
Week ending March 20, 1937.....	13,376	3,160	
Week previous	12,847	3,213	
Same week year ago.....	10,315	1,772	
HOGS, head			
Week ending March 20, 1937.....	44,042	18,035	
Week previous	40,954	18,113	
Same week year ago.....	35,674	10,275	
SHEEP, head			
Week ending March 20, 1937.....	49,653	3,711	
Week previous	58,248	3,612	
Same week year ago.....	54,729	4,140	



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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, March 20, 1937, as reported to The National Provisioner:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	3,706	934	5,736
Swift & Co.	2,433	2,559	8,860
Morris & Co.	1,556	2,072	2,072
Wilson & Co.	4,482	4,700	4,935
Anglo-Amer. Prov. Co.	468		
G. H. Hammond Co.	2,079		
Shippers	9,838	9,201	7,404
Others	11,578	17,105	8,743

Brennan Packing Co., 1,022 hogs; Western Packing Co., Inc., 1,689 hogs; Agar Packing Co., 4,952 hogs.

Total: 36,140 cattle; 8,932 calves; 42,162 hogs; 32,250 sheep.

Not including 356 cattle, 380 calves, 32,295 hogs and 7,149 sheep bought direct.

KANSAS CITY.

	Cattle.	Hogs.	Sheep.
Armour and Co.	1,717	503	4,418
Cudahy Pkg. Co.	1,826	828	6,146
Morris & Co.	1,075	819	4,044
Swift & Co.	2,171	802	6,387
Wilson & Co.	2,010	808	5,111
Indpt. Pkg. Co.			156
Kornblum Pkg. Co.			700
Others	4,067	842	2,616

Total: 13,566 cattle; 3,802 hogs; 5,535 sheep.

Not including 21,811 hogs bought direct.

OMAHA.

	Cattle.	Hogs.	Sheep.
Armour and Co.	3,637	3,696	3,656
Cudahy Pkg. Co.	4,104	3,067	8,702
Dold Pkg. Co.	834	2,919	
Morris & Co.	1,670	80	1,484
Swift & Co.	4,807	2,352	7,190
Others		10,239	

Eagle Pkg. Co., 17 cattle; Grt. Omaha Pkg. Co., 135 cattle; Geo. Hoffman Pkg., 45 cattle; Lewis Pkg. Co., 406 cattle; Omaha Pkg. Co., 181 cattle; John Roth & Sons, 147 cattle; So. Omaha Pkg. Co., 85 cattle; Lincoln Pkg. Co., 605 cattle; Wilson & Co., 304 cattle.

Total: 16,577 cattle and calves; 22,323 hogs; 20,991 sheep.

Not including 23 cattle, 5,351 hogs and 3,008 sheep bought direct.

EAST ST. LOUIS.

	Cattle.	Hogs.	Sheep.
Armour and Co.	1,091	1,280	3,568
Swift & Co.	2,219	1,403	4,260
Morris & Co.	1,168	845	1,903
Huntz Pkg. Co.	874	540	2,168
Hell Pkg. Co.			1,653
Krey Pkg. Co.			3,258
Laclede Pkg. Co.			1,176
Shippers	2,303	3,934	8,431
Others	4,673	1,082	22,764

Total: 12,378 cattle; 8,605 hogs; 51,745 sheep.

Not including 1,490 cattle, 4,721 hogs and 2,067 sheep bought direct.

ST. JOSEPH.

	Cattle.	Hogs.	Sheep.
Swift & Co.	1,667	928	5,253
Armour and Co.	1,973	930	3,928
Others	1,791	12	295

Total: 5,431 cattle; 1,865 hogs; 23,906 sheep.

Not including 23 cattle and 2,956 sheep bought direct.

SIoux CITY.

	Cattle.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,390	279	4,730
Armour and Co.	1,716	246	4,894
Swift & Co.	1,458	271	2,969
Shippers	2,519	49	3,940
Others	262	20	119

Total: 8,345 cattle; 562 hogs; 16,642 sheep.

OKLAHOMA CITY.

	Cattle.	Hogs.	Sheep.
Armour and Co.	1,906	833	3,213
Wilson & Co.	2,149	1,518	2,294
Others	286	24	609

Total: 4,341 cattle; 2,375 hogs; 6,106 sheep.

Not including 20 cattle and 840 hogs bought direct.

WICHITA.

	Cattle.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,060	1,096	1,876
Dold Pkg. Co.	634	127	932
Wichita D. B. Co.	14		
Dunn-Ostergaard	129		
Fred W. Dold	120		565
Sunflower Pkg. Co.	43		114
So. West Beef Co.			
Pioneer Cattle Co.	124		
Keefe Pkg. Co.	43		

Total: 2,106 cattle; 1,223 hogs; 2,987 sheep.

Not including 2,216 cattle bought direct.

DENVER.

	Cattle.	Hogs.	Sheep.
Armour and Co.	1,370	135	1,517
Swift & Co.	304	160	2,060
Cudahy Pkg. Co.	917	136	1,940
Others	1,155	328	1,429

Total: 4,246 cattle; 785 hogs; 20,638 sheep.

FT. WORTH.

	Cattle.	Hogs.	Sheep.
Armour and Co.	3,403	844	9,029
Swift & Co.	2,714	1,323	4,577
City Pkg. Co.	142	167	897
Blue Bonnet Pkg. Co.	135	71	247
H. Rosenthal Pkg. Co.	71	12	115

Total: 6,465 cattle; 2,417 hogs; 10,265 sheep.

ST. PAUL.

	Cattle.	Hogs.	Sheep.
Armour and Co.	3,801	4,761	10,425
Cudahy Pkg. Co.	603	2,605	2,266
Swift & Co.	5,844	6,943	10,652
Briffin Pkg. Co.	345	321	3,343
United Pkg. Co.	2,833		
J. T. McMillan Co.	463		
Others	2,166	736	5,872

Total: 15,672 cattle; 15,858 hogs; 26,949 sheep.

Not including 34 cattle, 179 hogs, 1,526 sheep and 77 sheep bought direct.

MILWAUKEE.

	Cattle.	Hogs.	Sheep.
Plankinton Pkg. Co.	2,207	7,430	9,429
Omaha Pkg. Co., Chi.	396		1,049
Armour & Co., Mil.	1,075	3,737	
N. Y. B. D. M. Co.	40		
E. Gums & Co.	46	24	
Shippers	150	30	89
Others	791	701	43

Total: 4,705 cattle; 11,972 hogs; 9,561 sheep.

INDIANAPOLIS.

	Cattle.	Hogs.	Sheep.
Kingman & Co.	2,218	767	11,673
Armour and Co.	1,146		2,118
Hilgemeyer Bros.	8		1,050
Stumpf Bros.			131
Meyer Pkg. Co.	90	13	342
Ind. Pro. Co.	46	22	112
Maase Hartman Co.	48	8	
Wabnitz and Deters.	53	85	
Shippers	2,912	2,410	21,217
Others	813	139	240

Total: 7,334 cattle; 3,444 hogs; 37,083 sheep.

CINCINNATI.

	Cattle.	Hogs.	Sheep.
S. W. Gall's Son.		35	90
E. Kahn's Sons.	815	237	7,512
Lohrey Pkg. Co.	7		131
H. H. Meyer Pkg. Co.	15		3,164
J. Schlachter's Son.	179	204	
J. & F. Schroth P. Co.	19		5
J. F. Stegner & Co.	483	208	2,743
Shippers	54	611	8,274
Others	1,382	702	647

Total: 2,951 cattle; 1,907 hogs; 17,471 sheep.

Not including 310 cattle, 55 calves, 1,481 hogs and 1,014 sheep bought direct.

RECAPITULATION.

	Cattle.	Hogs.	Sheep.
Chicago	36,140	37,055	35,461
Kansas City	13,566	13,404	11,588
Omaha	16,577	15,516	16,274
East St. Louis	12,378	12,971	12,471
St. Joseph	5,431	5,446	4,925
Sioux City	8,345	8,127	13,863
Oklahoma City	4,341	5,342	4,135
Wichita	2,106	2,425	2,106
St. Paul	4,246	4,785	4,490
Milwaukee	4,705	15,186	12,706
Indianapolis	7,334	7,684	5,365
Cincinnati	2,951	2,654	2,792
Ft. Worth	6,465		5,488

Total: 140,317 cattle; 135,008 hogs; 134,807 sheep.

*Cattle and calves.

HOGS.

	Cattle.	Hogs.	Sheep.
Chicago	42,162	50,983	39,501
Kansas City	5,535	6,856	12,802
Omaha	22,323	25,956	42,571
East St. Louis	61,745	52,380	45,745
St. Joseph	9,476	10,493	12,417
Sioux City	11,673	17,065	30,468
Oklahoma City	5,306	4,922	9,317
Wichita	2,987	3,010	5,292
St. Paul	6,976	7,862	5,297
Milwaukee	26,949	28,984	27,915
Indianapolis	9,561	8,323	9,140
Cincinnati	37,083	31,067	21,624
Ft. Worth	17,471	15,621	12,065

Total: 264,483 cattle; 264,112 hogs; 287,334 sheep.

SHEEP.

	Cattle.	Hogs.	Sheep.
Chicago	32,250	39,428	51,486
Kansas City	31,004	28,682	28,802
Omaha	20,991	19,668	24,337
East St. Louis	10,112	8,255	8,794

St. Joseph	23,006	22,084	34,818
Sioux City	7,484	6,881	18,606
Oklahoma City	4,770	2,100	1,781
Wichita	1,751	2,338	5,249
Denver	20,638	31,382	33,885
St. Paul	5,008	8,708	7,649
Milwaukee	1,227	828	2,363
Indianapolis	5,405	3,353	6,118
Cincinnati	220	162	356
Ft. Worth	17,977		7,682

Total: 183,343 cattle; 168,774 hogs; 221,925 sheep.

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

RECEIPTS.

	Cattle.	Hogs.	Sheep.
Mon., Mar. 15	13,848	1,940	20,447
Tues., Mar. 16	8,347	3,536	18,328
Wed., Mar. 17	8,145	1,566	11,612
Thurs., Mar. 18	5,278	1,977	12,043
Fri., Mar. 19	1,809	392	11,231
Sat., Mar. 20	200	100	7,500

Total this week: 37,028 cattle; 9,513 hogs; 81,064 sheep.

Previous week: 38,936 cattle; 7,090 hogs; 79,232 sheep.

Year ago: 36,907 cattle; 8,156 hogs; 79,483 sheep.

Two yrs. ago: 28,779 cattle; 8,406 hogs; 61,502 sheep.

SHIPMENTS.

	Cattle.	Hogs.	Sheep.
Mon., Mar. 15	2,757	291	3,169
Tues., Mar. 16	2,094	229	2,243
Wed., Mar. 17	2,966	475	2,333
Thurs., Mar. 18	1,588	393	1,646
Fri., Mar. 19	403	90	1,516
Sat., Mar. 20	100		200

Total this week: 9,928 cattle; 1,478 hogs; 9,131 sheep.

Previous week: 9,862 cattle; 714 hogs; 9,987 sheep.

Year ago: 9,725 cattle; 1,176 hogs; 11,286 sheep.

Two years ago: 7,491 cattle; 1,113 hogs; 23,216 sheep.

Total receipts for March and year to date:

	1937.	1936.	1937.	1936.
Cattle	100,928	105,861	438,244	412,282
Calves	24,544	23,927	81,421	79,236
Hogs	243,348	184,051	1,128,513	915,063
Sheep	120,362	166,231	586,935	609,476

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Mar. 20	\$11.05	\$10.15	\$7.50	\$12.65
Previous week	10.55	10.15	6.50	12.00
1936	8.50	10.30	5.55	10.00
1935	10.70	8.75	4.10	8.10
1934	6.00	4.30	4.60	9.00
1933	5.30	4.05	2.20	5.80
1932	6.35	4.30	3.50	6.85
Ave. 1932-1936	\$7.35	\$6.35	\$3.95	\$7.95

SUPPLIES FOR CHICAGO PACKERS.

	Cattle.	Hogs.	Sheep.
Week ended March 20	27,139	71,933	31,032
Previous week	27,006	72,174	31,064
1936	26,410	41,043	37,859
1935	21,324	57,104	50,101
1934	25,200	99,000	47,000
1933	24,690	104,329	47,583

HOG RECEIPTS, WEIGHTS AND PRICES.

	No. Rec'd.	Avg. Wt.	Prices—Top.	Prices—Av.
*Week ended March 20	81,100	246	\$10.45	\$10.15
Previous week	79,232	244	10.50	10.10

CATTLE TO COST MORE

Prices of nearly all grades of slaughter cattle are expected to average higher this year than last, and they may be higher than in 1935, says the U. S. Bureau of Agricultural Economics in a spring outlook report on beef cattle. Prices of the better grades of slaughter cattle probably will advance somewhat further from present relatively high levels. "Whether or not such cattle will advance much beyond the present level," the Bureau said, "depends in part upon the reaction of consumers to increases beyond current levels in prices of the better grades of beef." Prices of lower grades are likely to advance seasonally until May or June. Prices usually decline after late spring on these grades but this year the decline may be less than average in view of prospective further improvement in consumer demand for meats.

Slaughter supplies of cattle and calves are expected to continue relatively large until pastures become an important factor in the feed situation in late May or June. For the entire year, inspected slaughter of cattle and calves probably will be somewhat less than in 1936, but much larger than the 1924-33 ten-year average slaughter. Marketings of grain-fed cattle generally will be much smaller during the remainder of this year compared with the corresponding period in 1936, the Bureau said.

HIGHER PRICES FOR LAMBS

Higher prices of lambs this spring compared with last were forecast by the Bureau of Agricultural Economics in a spring outlook report. The early lamb crop was reported at about 10 per cent smaller than a year ago, and market movement of the crop later than

usual. Much of the decrease in the early lamb crop was in California.

Prices of fed lambs are expected to be well maintained during April and early May since market supplies are expected to be smaller than a year ago. In the Southwest, the Bureau said there was a large carry-over of lambs from the 1936 crop in Texas, that weather and feed conditions have been favorable in the principal sheep areas of Texas in recent months, and that a large market movement of grass-fat yearlings from that State may be expected in April, May and June.

GERMAN LIVESTOCK GAINS

Latest livestock census reports from Germany show an increase in all classes of animals, according to the U. S. Bureau of Agricultural Economics. Hogs totaled 25,752,000 head on December 3, 1936, a record for the post-war period and 3,000,000 head greater than on the same date in 1935. Cattle numbers were also greater on December 3, than on the same date in any recent year, totaling 20,065,000 head.

U. S. INSPECTED HOG KILL

At 8 points week ended March 19, 1937:

	Week ended Mar. 19.	Prev. week.	Cor. week. 1936.
Chicago	80,866	90,393	59,810
Kansas City, Kansas	23,304	26,248	27,258
Omaha	21,373	20,136	31,535
St. Louis & East St. Louis	50,263	55,237	42,836
Sioux City	12,935	12,572	23,200
St. Joseph	12,730	11,079	11,103
St. Paul	27,470	32,554	25,524
N. Y., Newark and J. C.	45,516	41,134	38,378
Total	274,447	289,853	259,144

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended March 20, 1937.

CATTLE

	Week ended Mar. 20.	Prev. week.	Cor. week. 1936.
Chicago	26,060	27,337	27,059
Kansas City	17,166	17,742	15,369
Omaha	16,527	15,358	17,068
East St. Louis	14,676	15,563	12,457
St. Joseph	6,056	6,555	5,477
Sioux City	6,642	6,626	10,504
Wichita	5,065	5,599	2,991
Fort Worth	6,465	6,465	5,488
Philadelphia	2,081	2,313	1,852
Indianapolis	2,306	2,239	2,015
New York & Jersey City	9,510	9,170	7,274
Oklahoma City	6,736	7,468	6,278
Cincinnati	3,333	3,240	3,462
Denver	4,489	4,437	4,315
St. Paul	18,506	19,945	11,370
Milwaukee	4,123	3,825	2,955
Total	145,833	145,460	135,959

*Cattle and calves.

HOGS

Chicago	80,866	90,393	59,810
Kansas City	23,304	26,248	27,258
Omaha	21,373	20,136	31,535
East St. Louis	50,263	55,237	42,836
St. Joseph	12,730	11,079	11,103
Sioux City	12,935	12,572	23,200
Wichita	2,987	5,134	6,525
Fort Worth	10,265	10,265	13,190
Philadelphia	18,035	18,113	10,275
Indianapolis	12,768	10,020	6,267
New York & Jersey City	45,516	41,134	38,378
Oklahoma City	6,146	5,495	9,317
Cincinnati	15,225	13,047	10,366
Denver	6,950	7,851	5,774
St. Paul	27,470	32,554	25,524
Milwaukee	9,463	8,306	9,087
Total	356,326	357,331	330,348

SHEEP

Chicago	31,965	33,194	42,221
Kansas City	31,004	28,662	25,302
Omaha	24,508	22,726	25,213
East St. Louis	6,301	7,004	8,567
St. Joseph	23,679	22,034	23,775
Sioux City	7,224	6,597	16,808
Wichita	1,751	2,338	5,249
Fort Worth	17,977	17,977	7,682
Philadelphia	3,711	3,612	4,140
Indianapolis	1,178	2,458	2,032
New York & Jersey City	49,653	58,248	54,729
Oklahoma City	4,770	2,100	1,781
Cincinnati	4,739	1,107	2,091
Denver	8,245	8,210	4,866
St. Paul	5,809	8,456	6,940
Milwaukee	1,180	824	2,363
Total	219,524	202,570	227,859

Watch Classified page for bargains in equipment.

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Up and Down the



MEAT TRAIL

Meat Packing 40 Years Ago

(From The National Provisioner, March 27, 1897.)

Exports of meats and fats from the United States during February, 1897, totaled 149,097,000 lbs., valued at \$12,409,000. This compares with an export in February, 1896, of 116,004,000 lbs., valued at \$12,197,000.

Cattle men objected to the proposed tariff of \$6 a head on every animal imported into the United States. The duty was considered prohibitive when applied to Mexican cattle, which when brought in for feed were worth only \$6 or \$7 per head. An ad valorem duty was favored.

Dingley tariff bill being considered by Congress proposed placing a duty on tallow imports. The previous Wilson tariff bill removed the duty and tallow came in free, resulting in a price decline for tallow to the lowest point known.

The first beefsteak that ever reached Circle City, Alaska, was auctioned off for \$48 a pound.

J. H. Brigham of Ohio, master of the National Grange, was appointed assistant Secretary of Agriculture by President McKinley.

Swift & Company leased pork packing plant formerly operated by John Moran & Co., St. Joseph, Mo., for use until a new plant at St. Joseph could be erected.

Branch houses for Nelson Morris & Co. and Armour and Company on Westchester Ave., in New York City, were completed.

Meat Packing 25 Years Ago

(From The National Provisioner, March 30, 1912.)

Ten Chicago packers indicted under the Sherman anti-trust law for alleged combination in restraint of trade were acquitted by a jury in federal court at Chicago after a trial lasting over three months. Packers presented no evidence in defense during the trial, believing that efforts of the government to prove them guilty of unlawful conduct in the management of their affairs were based on so little that testimony for the defense was not necessary.

At a food cost hearing held in New York City, G. J. Edwards, general manager, Swift & Company, New York district, showed that net profit on a bunch of cattle used for illustration was 10c per cwt., on hogs 31c per cwt., and on sheep and lambs 17c per cwt.

Oleomargarine production in February, 1912, totaled 13,736,849 lbs., only 351,605 lbs. of which was colored.

Jos. Obert Co., Leighton, Pa., installed new hog killing equipment to

comply with government inspection requirements, as did Schluderberg & Son, Baltimore, Md.

Jas. C. Good formed a syndicate to establish a meat packing plant at Portland, Ore.

Jacobs Bros. started erection of a sausage factory at Nashville, Tenn., to cost \$15,000.

K. & B. Packing Co., Denver, Colo., received permit to make plant alterations.

Plans of Armour and Company for erection of a freezing plant at La Plata were approved by the Argentine government.

Armour and Company planned opening a branch house at New Iberia, La. Bids were requested by that company for a branch house at Columbia, S. C., to replace one damaged by fire.

Chicago News of Today

A. C. Sinclair, vice president, Kingan & Co., Indianapolis, Ind., was a visitor in Chicago during the week.

President Edward Foss Wilson of Wilson & Co. was at Oklahoma City this week representing his father, Thomas E. Wilson, founder of 4-H Club activities, in connection with the Junior Live Stock Show.

I. Schlaifer, sales manager, Dold Packing Co., Omaha, Neb., was in Chicago during the week.

Roy D. Pulley has been appointed assistant superintendent of the Fort Worth plant of Swift & Company. He has been head of the casing division, byproducts department, in the general superintendent's office at Chicago. He began his service with the company at South St. Joseph in 1916 and in 1928 was transferred to Chicago.

D. M. Hildebrand, Seward, Neb., director of the National Live Stock and Meat Board, visited in Chicago this week on his way West.

President Frank Kohrs, Kohrs Packing Co., Davenport, Ia., was in Chicago this week.

Lacy Lee, well-known packinghouse products broker, has been elected a member of the Chicago Board of Trade.

I. S. Zwanenberg, of Zwanenberg Fabrieken, large meat packers with headquarters at Oss, Holland, visited this week with Clarence Robert Lazerus, Inc., the company's agent in Chicago. Although his firm is now selling many products in this country, this was Mr. Zwanenberg's first American trip. He also visited Washington and Baltimore, and is sailing in a short time from New York.

John W. Rath, president, Rath Packing Co., Waterloo, Ia., and a member of the board of directors of the Institute of American Meat Packers, has accepted appointment as a representative of the Institute on the National Live Stock and Meat Board. Other representatives of the meat packing industry on the board are Thomas E. Wilson, chairman of the board of Wilson & Co.,

ANIMATED PORK CHART

Here is Max O. Cullen, specialist of the National Live Stock and Meat Board, showing an animated pork chart used at a meeting of retail meat dealers at Austin, Minn., one of a group of cities in Minnesota and Iowa reached by the Board in a recent campaign to inform dealers on better methods of merchandising meat.

Retailers studying the chart (left to right): Wm. Naseth, Red Wing; Fred Kratzer, Owatonna; Ed Anderson, Chatfield; H. J. Solberg, Caledonia, Minn.



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who also is chairman of the National Live Stock and Meat Board, and R. H. Cabell, president of Armour and Company. Mr. Rath has been a director of the Institute for a number of years. For several years he was chairman of the board, and previously chairman of the committee of interpretation and appeal, serving in connection with the code of trade practices of the American meat packing industry.

New York News Notes

Chairman Thos. E. Wilson and vice presidents W. J. Cawley and James D. Cooney, Wilson & Co., Chicago, were in New York last week.

H. O. Barnes, Swift & Company, Atlanta, Ga., has been transferred to central office, New York, as manager of the city beef department.

Byron Scharf, manager, Swift & Company, Atlanta, Ga., was a visitor to New York last week, and R. Stillwell, manager, dry sausage department, Swift & Company, New York, returned to his duties after spending several days at the company's headquarters at Chicago.

B. F. McCarthy, in charge of national meat grading, Bureau of Agricultural Economics, Washington, D. C., visited New York last week on an extensive tour which will include various markets.

This year's first shipment of California spring lambs reached the New York market early last week and enjoyed a ready demand. Additional shipments of dressed lamb from the Pacific Coast are now headed East, and these receipts are expected to be quite liberal.

Manager J. H. Lawrence, Jacob Dold Packing Co., New York, and Mrs. Lawrence are enjoying the friendly Florida sun at Miami Beach. J. H. will have an intriguing tan to display upon his return to New York after Easter.

Countrywide News Notes

Because Omaha packers and the Omaha Stock Yards Co. voluntarily contributed \$35,000 to a WPA project, making it possible for the city to obtain a large grant, the packers will be exempt from a proposed city occupation tax.

James R. Herndon of Armour and Company has been transferred from Norfolk, Va., to Albany, N. Y., as assistant district manager.

Armour and Company established a temporary sales office at the Atlantic Ice and Cold Storage Co., Nashville, Tenn., after the fire which recently destroyed its branch house there. The company plans to rebuild its Nashville unit.

George M. Cockle, general manager, Hauser Packing Co. plant of Armour and Company, Los Angeles, Calif., until his recent retirement on account of illness, passed away at Los Angeles on



PENCIL MORE PROFITABLE THAN CLEAVER

Owner F. F. Menard and head meat cutter Wells of the June Street Market, Worcester, Mass., taking a lesson in meat pricing from H. B. BeLisle, compiler of a guide for retail meat cutting as practiced in the New England states. (Photo THE NATIONAL PROVISIONER.)

March 19. He was 59 years of age and was widely known throughout the meat industry in which he had served for many years. He had been associated with Armour and Company for 15 years. He was manager at Cleveland, O., was later transferred to New York City and then to Minneapolis as district manager. He was later district manager at Pittsburgh and from there was transferred to Los Angeles as general manager of the Hauser plant in January, 1935.

Estherville Packing Co. has been incorporated with a capital stock of \$300,000 to erect a beef packing plant at Estherville, in Northern Iowa. Plans for a plant to cost \$180,000 are under consideration. The plant is understood to be backed by a number of Eastern packers.

Hot Springs, Ark., is a popular resort at this time of year. Recent visitors there have included W. J. Foell, Foell Packing Co., Chicago; Sol May, Henry Levi, Pete Gallis of Supreme Packing Co. and Jim O'Reilly, Wm. Winkler, Chas. Eikel and others of the Armour organization.

Employees of John Morrell & Co. who have recently qualified for 25-year service buttons of the Institute of American Meat Packers include Anderson P. Clark, Nels Hegstrum and Glen Lane of the Sioux Falls, S. D., plant and Paul Drauschke and H. C. Benner of the Cambridge, Mass., branch.

Ace Packing Co., Tiffin, O., has purchased the plant of J. C. Warner at Fostoria, O., and it will be enlarged and operated under the direction of president Warren Saylor.

Earl C. Gibbs has acquired the plant of the Cleveland Provision Co., Cleveland, O., and will add a complete beef killing floor, operating the plant in connection with his beef business.

MEAT DEMONSTRATIONS

Meat lecture demonstrations conducted by specialists of the National Live Stock and Meat Board recently in eight Iowa and Minnesota cities were attended by 5,480 retail meat dealers, students and service clubs.

At Minneapolis meat lectures were presented at the 4th Minnesota Retail Meat Dealers' Short Course, which drew men of the trade from 40 cities in Minnesota and also from South Dakota and Wisconsin. Much interest was shown in a discussion on the advertising and selling of meat and the topic of pricing retail cuts. At Hibbing, Minn., the board representative talked to 450 dealers from 63 cities of 8 states.

At Ottumwa, Ia., demonstrations were given before 1,300 high school students. Another demonstration was given for 800 retailers attending the food show sponsored by the Ottumwa Junior Chamber of Commerce. At a retailer meeting in Cedar Rapids, Ia., retailers drove in from distances up to 130 miles and at Mason City, Ia., dealers from 39 cities were present.

At Waterloo, Ia., an audience of 210 retailers showed a keen interest in the program, and 700 at Austin, Minn., showed appreciation of the lecture-demonstration featured on an assembly program. Dealers from 38 cities attended the retailer meeting. Two demonstrations at Mankato, Minn., were attended by a total of 870 high school students and retail meat dealers.

During this schedule of meetings the Board's representative introduced something new and unusual in the shape of an animated pork chart which attracted considerable attention, and will without doubt be a regular feature on the Board's merchandising programs. (See illustration on page 43.)

RETAIL MEAT PRICES

Average of semi-monthly prices at New York and Chicago for all-grades of pork and good grade of other meats in mostly cash and carry stores.

	NEW YORK. CHICAGO.					
	Feb. 25, 1937.	Feb. 25, 1937.	Feb. 25, 1937.	Feb. 25, 1937.	Feb. 25, 1937.	Feb. 25, 1937.
Beef:						
Porterhouse steak	.40	.43	.46	.40	.40	.41
Sirloin steak	.39	.36	.41	.35	.34	.36
Round steak	.36	.35	.38	.32	.30	.30
Rib roast, 1st 6 cuts.	.31	.31	.32	.29	.28	.28
Chuck roast	.25	.24	.25	.22	.22	.21
Plate beef	.15	.16	.14	.14	.15	.13
Lamb:						
Legs	.26	.27	.26	.26	.28	.25
Loin chops	.38	.38	.37	.39	.38	.37
Rib chops	.30	.32	.31	.34	.32	.33
Stewing	.13	.12	.13	.13	.13	.14
Pork:						
Chops, center cuts	.33	.35	.30	.32	.31	.32
Bacon, strips	.36	.39	.34	.36	.38	.32
Bacon, sliced	.41	.43	.39	.41	.44	.38
Hams, whole	.31	.32	.26	.29	.29	.24
Picnics, smoked	.22	.23	.20	.22	.22	.18
Lard	.19	.19	.19	.17	.16	.17
Veal:						
Cutlets	.44	.45	.41	.37	.37	.35
Loin chops	.37	.39	.35	.32	.32	.28
Rib chops	.32	.34	.30	.28	.29	.25
Stewing (breast)	.18	.19	.16	.15	.15	.13

PRODUCE MARKETS

BUTTER.			
	Chicago.	New York.	
Creamery (92 score).....	@36 1/4	@37 1/4	
Creamery (90-91 score)....	@35 1/4 @36 1/4		
Creamery firsts (88-89 score).....	.34 1/4 @35 1/4		
EGGS.			
Extra firsts	.23 1/4 @24		
Firsts, fresh	.23 @23 1/4	.23 1/4 @24 1/4	
Standards	.25 1/4 @25 1/4		
LIVE POULTRY.			
Fowls	.10 @20 1/4	17 @23	
Broilers	.23 @27	14 @19	
Fryers	.27 @28	23 @35	
Capons	.18 @28	22 @30	
Turkeys	.15 @27	12 @15	
Ducks	.18 @22 1/4	12 @15	
Geese	.12 @17	13 @14	
DRESSED POULTRY.			
Chickens, 31-42, frozen	.20 1/4 @21	21 1/4 @22	
Chickens, 43-54, frozen	.21 1/4 @22 1/4	22 1/4 @23 1/4	
Chickens, 55 & up, frozen	.23 1/4 @24	24 1/4 @25	
Fowls, 31-47, fresh	.17 @21	18 @22	
48-59, fresh	.22 1/4 @23	23 1/4 @24	
60 and up, fresh	.21 1/4 @23	22 1/4 @24 1/4	
Turkeys, frozen	.20 @23 1/4	18 @26	
Ducks, frozen	@18		

BUTTER AT FIVE MARKETS

Wholesale prices 92 score butter at Chicago, New York, Boston, Philadelphia and San Francisco, week ended March 18, 1937:

	Mar. 12.	13.	15.	16.	17.	18.
Chicago	.35	.35	.35	.35 1/4	.35 1/4	.35 1/4
N. Y.	.35 1/4	.35 1/4	.35 1/4	.35 1/4	.35 1/4	.35 1/4
Boston	.36 1/4	.36 1/4	.36 1/4	.36 1/4	.36 1/4	.36 1/4
Phila.	.36 1/4	.36 1/4	.36 1/4	.36 1/4	.36 1/4	.36 1/4
San Fran.	.37	.37	.37 1/4	.37 1/4	.38	.39

Wholesale prices carlots—fresh & centralized—90 score at Chicago:

	35	35	35	35	35 1/4	35 1/4
Receipts of butter by cities (tubs):						
This week.		Last week.	Last year.	Since Jan. 1, 1937.	1936.	
Chicago	34,003	31,239	30,907	476,442	571,426	
N. Y.	36,246	37,582	39,595	586,926	672,082	
Boston	16,848	16,216	11,147	228,798	232,813	
Phila.	17,563	15,654	14,724	209,390	226,434	

Total 104,660 100,691 105,373 1,501,585 1,702,705

Cold storage movement (lbs.):

	In Mar. 18.	Out Mar. 18.	On hand Mar. 19.	Same week day last year.
Chicago	6,016	120,382	1,231,471	1,456,223
New York	70,097	214,951	2,085,310	2,850,865
Boston	20,100	8,277	165,323	365,674
Phila.	20,510	14,755	155,115	184,251
Total	116,783	258,065	3,637,219	4,857,013

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on March 25, 1937:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS, 300-500 lbs.:				
Choice	\$16.50@18.00			
Good	14.50@16.50		14.00@16.00	
Medium	14.50@17.50		13.00@14.00	
Common (plain)	11.50@13.00		11.50@13.00	
STEERS, 500-600 lbs.:				
Prime	18.50@19.50		19.50@20.50	
Choice	16.50@18.00		17.50@19.50	
Good	14.50@16.50		14.50@17.00	15.50@16.50
Medium	13.00@14.50		13.00@14.50	13.50@15.00
Common (plain)	11.50@13.00		12.00@13.00	
STEERS, 600-700 lbs.:				
Prime			19.00@20.00	
Choice	17.50@19.00		17.50@19.00	17.00@18.50
Good	14.50@17.00		14.50@17.00	15.50@17.00
Medium	13.00@14.50	14.00@15.50	13.00@14.50	14.00@15.00
STEERS, 700 lbs. up:				
Prime				
Choice	18.00@19.00	18.00@19.00	18.00@19.50	17.00@18.50
Good	14.50@17.50	15.50@18.00	15.00@17.50	15.50@16.50
COWS:				
Choice				
Good	12.00@13.00	12.00@13.00	12.50@13.50	12.50@14.00
Medium	11.00@12.00	11.00@12.00	11.50@12.50	11.50@12.50
Common (plain)	10.00@11.00	10.50@11.00	10.50@11.50	11.00@11.50
Fresh Veal:				
VEAL:				
Choice	13.50@14.50	15.00@16.50	15.00@17.00	15.00@16.00
Good	12.50@13.50	13.00@15.00	13.00@16.00	14.00@15.00
Medium	11.00@12.50	11.50@13.00	11.00@13.50	12.00@14.00
Common (plain)	10.00@11.00	10.00@11.50	10.00@11.50	11.00@12.00
Fresh Lamb and Mutton:				
LAMBS, 38 lbs. down:				
Choice	19.00@20.00	19.50@20.00	20.00@21.00	21.00@22.00
Good	18.00@19.00	19.00@19.50	19.00@20.00	20.00@21.00
Medium	17.00@18.00	18.00@19.00	18.00@19.00	19.00@20.00
Common (plain)	16.00@17.00	17.00@18.00	16.00@18.00	
LAMBS, 39-45 lbs.:				
Choice	18.50@19.50	19.00@20.00	19.00@20.00	21.00@22.00
Good	17.50@18.50	18.00@19.00	18.00@19.00	20.00@21.00
Medium	16.50@17.50	17.00@18.00	17.00@18.00	19.00@20.00
Common (plain)				
LAMBS, 46-55 lbs.:				
Choice	18.50@19.50	18.00@19.00	18.50@19.50	19.50@20.50
Good	18.00@19.00	17.50@18.00	18.00@18.50	19.00@20.00
MUTTON, ewe, 70 lbs. down:				
Good	11.50@12.50	12.50@13.50	12.50@13.50	
Medium	10.50@11.50	11.00@12.50	11.00@12.50	
Common (plain)	9.00@10.50	9.50@11.00	10.00@11.00	
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	20.50@22.00	21.50@22.50	21.00@22.00	21.00@22.50
10-12 lbs. av.	19.50@21.00	21.00@22.00	20.00@21.50	20.50@22.00
12-15 lbs. av.	19.00@20.00	20.00@21.00	19.00@20.50	19.50@21.00
16-22 lbs. av.	17.50@18.50			
SHOULDERS, N. Y. Style, skinned:				
8-12 lb. av.	15.00@16.00		16.00@17.00	16.00@17.00
PICNICS:				
6-8 lb. av.		14.50@15.00		
BUTTS, Boston Style:				
4-8 lb. av.	19.00@21.00		19.50@20.00	19.00@21.00
SPARE RIBS:				
Half Sheets	13.00@14.00			
TRIMMINGS:				
Regular	12.00@12.50			

*Includes helpers, 450 lbs. down, at Chicago. *Includes "skin on" at New York and Chicago.

CHAIN STORE SALES

Jewel Tea Co. reports sales of \$3,429,090 for the first eight weeks of 1937 compared with \$3,017,160 in the corresponding period last year, a gain of 13.6 per cent.

Kroger Grocery and Baking Co. reports sales of \$32,256,078 for the first

eight weeks of 1937 compared with \$34,349,138 during the like period last year, a gain of 11 per cent. Cumulative volume for the four weeks ended February 27 was also 11 per cent above the corresponding 1936 period.

Watch "Wanted" page for bargains.

The National Provisioner

CENSUS FIGURES FOR THE MEAT PACKING INDUSTRY

(Continued from page 10.)

SHEEP AND LAMB PELTS.

SHEEP AND LAMB PELTS, cured:			
Number	10,905,836	11,992,696	7,522,670
Value	\$11,296,809	\$6,630,434	\$13,663,500

SHEEP AND LAMB PELTS, uncured:			
Number	2,671,901	2,806,424	2,035,456
Value	\$3,308,381	\$1,760,088	\$4,714,106

OTHER HIDES AND SKINS.

PICKLED SHEEP AND LAMB SKINS: ¹			
Number	11,533,076	9,946,710	5,948,459
Pounds	29,108,551	23,371,139	13,156,982
Value	\$3,378,761	\$1,901,869	\$4,006,907

OTHER HIDES AND SKINS, cured and uncured:			
Number	186,416	180,067	346,382
Value	\$232,376	\$174,482	\$442,010

WOOL AND HAIR.

WOOL: ²			
Pounds	41,726,969	43,929,748	35,906,925
Value	\$15,919,212	\$12,546,581	\$19,874,410

HAIR, hog and other:			
Pounds	13,077,582	15,639,233	25,946,634
Value	\$707,749	\$516,367	\$1,154,232

FERTILIZER MATERIALS.

Tons			
	86,952	114,624	134,856
Value			
	\$2,315,465	\$2,882,715	\$6,230,004

PRODUCTS NOT CLASSIFIED.

Undistributed products, ³ value..	\$70,740,768		
Miscellaneous products, ⁴ value..	\$264,870,748	\$154,177,584	\$233,100,867
Amount received for custom and contract work, value.....	\$5,139,191	\$1,801,760	\$1,784,686

¹See footnotes 1, 3, and 4, "Animals Slaughtered."

²Wool detached from sheep pelts in meat-packing establishments. No data on wool detached from pelts in establishments engaged primarily in "wool pulling," but total value of products reported by such establishments for 1935 was \$12,408,197; for 1931, \$7,377,013; for 1929, \$13,648,064. Wool is also pulled in tanneries.

³Comprises, in the main, products normally belonging to the industry but not reported in detail.

⁴Revised to include value of sheep and lamb slats. Values of such slats were published separately in 1931 and 1929 reports, but as corresponding figure for 1935 cannot be given separately without disclosing approximations of production of individual establishments, value of slats for all years have been included in figures for "Miscellaneous products."

⁵This item covers, in addition to sheep and lamb slats, a miscellaneous group of commodities including certain products such as manufactured ice, food preparations, gelatin, drugists' preparations, butter, cheese, etc., which normally belong to other industries, but are made to some extent as allied products by establishments in the meat packing industry. By-products

resulting from slaughtering and meat-packing operations, such as beef heads and feet, tails, horns, horatips, stock feed, etc., and revenue derived from sale of purchased fresh meat and produce and from interplant transfers, are also included.

ANIMALS SLAUGHTERED

	1935.	1931.	1929.
CATTLE.			
Number ¹	11,323,125	9,308,270	9,547,638
Weight on hoof.....	10,106,061,918	8,785,881,290	9,021,803,216
Weight dressed ²	5,270,501,151	4,788,555,500	4,849,424,442
Average weight on hoof.....	893	944	945
Average weight dressed.....	465	514	508

CALVES.			
Number ³	6,750,596	5,503,515	5,208,732
Weight on hoof.....	1,242,241,466	946,490,850	913,788,355
Weight dressed ²	755,448,089	562,137,176	540,487,419
Average weight on hoof.....	184	172	175
Average weight dressed.....	112	102	104

SHEEP AND LAMBS.			
Number ⁴	19,681,180	20,445,037	15,688,943
Weight on hoof.....	1,646,140,611	1,644,315,664	1,293,842,966
Weight dressed ²	778,829,711	778,538,735	611,229,015
Average weight on hoof.....	84	80	82
Average weight dressed.....	40	38	39

HOGS.			
Number	31,790,277	49,425,477	53,702,372
Weight on hoof.....	6,952,435,958	11,317,684,790	12,309,351,570
Weight dressed ²	5,055,161,553	8,365,308,335	9,154,007,960
Average weight on hoof.....	219	229	229
Average weight dressed.....	159	169	170

OTHER ANIMALS.

Number	41,634	35,274	101,673
Weight on hoof.....	8,102,762	31,910,700	61,240,671
Weight dressed ²	3,918,958	15,955,360	31,245,999

¹Numbers of cattle slaughtered do not include slaughter on a custom basis, and therefore differ from numbers of cattle hides given in hide table, which include data for hides received by custom slaughterers in exchange for work performed, and also uncured hides purchased or received as "interplant transfers" from other establishments and cured.

²Not including weight of edible organs.

³Numbers of calves slaughtered differ from numbers of calfskins reported in hide table because in some instances skins are sold with carcasses intended for shipment.

⁴Numbers of sheep and lambs slaughtered, as given in this table, differ from sheep and lamb pelts and pickled sheep and lamb skins given in hide table because some establishments purchase or receive as "interplant transfers" uncured pelts from other establishments and pickle them.

CUSTOM SLAUGHTERING BY MEAT PACKERS.

	Cattle.	Calves.	Sheep and lambs.	Hogs.	Other.
1935.....	959,985	517,608	467,126	624,972	4,310
1929.....	585,607	360,243	330,325	1,309,139	5,670

NEWS OF THE RETAILERS

Val Haalen, meat dealer, sold out to Bert Schuttinga and Ralph Perry, Prairie City, Ia.

Victor Gervais will open meat market at 3125 Penn ave., Minneapolis, Minn.

Boettcher Bros. bought City Meat Market, Buffalo Center, Ia.

Christ Huck of Mayville has purchased City meat market in Darlington, Wis., from Mr. Nicollier.

Norb. Hess sold interest in Sanitary Market, 804 St. Germain st., to his partner, Andy Neutzling, St. Cloud, Minn.

Safeway Stores, Inc., Klamath Falls, Ore., will erect store corner Main and Stukel.

Clark & Noyes have engaged in meat business at 4738 S. E. Hawthorne Blvd., Portland, Ore.

Economets, Inc., has engaged in business at 2635 W. Vliet, Milwaukee, Wis.

National Tea Company has opened meat market at 926 Oregon st., Oshkosh, Wis.

Kendall-Nelson partnership, operating Midway market at Escanaba, Mich., has been dissolved and Frederick Ken-

dall has purchased Arthur G. Nelson's interest in business.

Romy Peo, 1919 Wabash st., Michigan City, Ind., has purchased Walter W. Schweizer meat market at Star grocery, 823 Franklin st.

Ernie Susavage, Freeland, Pa., has leased storeroom of Cottage hotel, Washington st., to open meat market.

Oscar Klemp, Clintonville, Wis., has purchased meat business from Dan Wulk.

AMONG NEW YORK RETAILERS

About five hundred members with their families and friends attended the 37th annual banquet and ball of the Bronx Branch, in the new roof garden of the Hotel Astor. A fine dinner was followed by vaudeville acts, including a specialty dance by the young daughter of vice president Frank Fiederlein. The committee in charge—Hyman Mandel, chairman; Frank Fiederlein, Theo. Isaacs, Otto Epler, Jack Nydick and secretary Fred Hirsch—received many congratulations on this dinner dance. Regret was expressed at the absence of Fred Hirsch, his first in 28 years, because of his continued illness.

MEAT PRODUCTION IN 1936

Nearly 13 billion pounds of meat and lard were produced under federal inspection in 1936, which was 2½ billion pounds more than the 1935 production, but barring this, was the smallest since 1921. Continued small hog slaughter more than offset sharp increases in beef and veal output.

During the calendar year federal-inspected production of beef was the largest on record; veal production also was a record. Lamb and mutton production, while some 21 million lbs. under that of 1935, was with that exception the highest of record. Pork production, while 1½ billion lbs. over that of 1935, was about 1 billion lbs. under the 5-year-average. One-third more lard was produced in 1936 than in 1935, but the production was approximately 370 million lbs. under the five-year average.

Federal-inspected production of each kind of meat and of lard during the calendar years 1936 and 1935 was as follows:

	1936. Lbs.	1935. Lbs.
Beef	5,317,000,000	4,564,000,000
Veal	653,000,000	603,000,000
Lamb and mutton	680,000,000	701,000,000
Pork and lard... ..	6,101,000,000	4,406,000,000
Total	12,751,000,000	10,274,000,000

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Price Quality Service

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SHIPPERS OF STRAIGHT AND MIXED CARS OF
BEEF-PORK-SAUSAGE-PROVISIONS
BUFFALO-OMAHA-WICHITA

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef		Week ended March 24, 1937.		Cor. week, 1936.	
Prime native steers—		March 24, 1937.		1936.	
400-600	22 1/2	@ 22 1/2	17	@ 18	
600-800	22 1/2	@ 22 1/2	17	@ 18	
800-1000	22 1/2	@ 22 1/2	17	@ 18	
Good native steers—					
400-600	19 1/2	@ 20 1/2	14 1/2	@ 15 1/2	
600-800	19 1/2	@ 20 1/2	14 1/2	@ 15 1/2	
800-1000	19 1/2	@ 20 1/2	15	@ 16	
Medium steers—					
400-600	16	@ 17	12	@ 13	
600-800	16 1/2	@ 17	12 1/2	@ 13 1/2	
800-1000	17 1/2	@ 18	13	@ 14	
Heifers, good, 400-600	17 1/2	@ 18	13	@ 14	
Cows, 400-600	11 1/2	@ 13	9 1/2	@ 10 1/2	
Hind quarters, choice	23 1/2	@ 24	24	@ 25	
Fore quarters, choice	16 1/2	@ 17	14	@ 15	

Beef Cuts

Steer loins, prime	@ 44	unquoted	
Steer loins, No. 1	@ 34	@ 33	
Steer loins, No. 2	@ 34	@ 33	
Steer short loins, prime	@ 35	unquoted	
Steer short loins, No. 1	@ 35	@ 34	
Steer short loins, No. 2	@ 35	@ 34	
Steer loin ends (hips)	@ 25	@ 24	
Steer loin ends, No. 2	@ 24	@ 23	
Cow loins	@ 24	@ 23	
Cow short loins	@ 22	@ 21	
Cow loin ends (hips)	@ 15	@ 14	
Steer ribs, prime	@ 32	unquoted	
Steer ribs, No. 1	@ 23	@ 22	
Steer ribs, No. 2	@ 23	@ 22	
Cow ribs, No. 2	@ 14	@ 13 1/2	
Cow ribs, No. 3	@ 11 1/2	@ 11	
Steer rounds, prime	@ 18	unquoted	
Steer rounds, No. 1	@ 17	@ 16	
Steer rounds, No. 2	@ 16 1/2	@ 15 1/2	
Steer chucks, prime	@ 15 1/2	unquoted	
Steer chucks, No. 1	@ 15	@ 14 1/2	
Steer chucks, No. 2	@ 14 1/2	@ 14	
Cow rounds	@ 13 1/2	@ 13	
Cow chucks	@ 11	@ 10 1/2	
Steer plates	@ 11	@ 10 1/2	
Medium plates	@ 11	@ 10 1/2	
Briskets, No. 1	@ 15	@ 14	
Steer navel ends	@ 8 1/2	@ 8	
Cow navel ends	@ 8	@ 7 1/2	
Fore shanks	@ 9	@ 8	
Hind shanks	@ 6	@ 5	
Strip loins, No. 1, bulls	@ 60	@ 55	
Strip loins, No. 2	@ 50	@ 45	
Sirloin butts, No. 1	@ 30	@ 25	
Sirloin butts, No. 2	@ 22	@ 17	
Beef tenderloins, No. 1	@ 75	@ 65	
Beef tenderloins, No. 2	@ 55	@ 45	
Rump butts	@ 12	@ 11 1/2	
Flank steaks	@ 22	@ 19	
Shoulder clods	@ 12 1/2	@ 11 1/2	
Hanging tenderloins	@ 16	@ 15	
Insides, green, 6@8 lbs.	@ 14	@ 13	
Outsides, green, 5@6 lbs.	@ 13 1/2	@ 12 1/2	
Knuckles, green, 5@6 lbs.	@ 14 1/2	@ 13 1/2	

Beef Products

Brains (per lb.)	@ 8	8	@ 9
Hearts	@ 18	@ 18	@ 19
Tongues	@ 18	@ 18	@ 19
Sweetbreads	@ 18	@ 18	@ 19
Ox-tail, per lb.	@ 10	@ 10	@ 11
Fresh tripe, plain	@ 9	@ 9	@ 10
Fresh tripe, H. C.	@ 11 1/2	@ 11 1/2	@ 12 1/2
Livers	@ 18	@ 18	@ 19
Kidneys, per lb.	@ 10	@ 10	@ 11

Veal

Choice carcass	@ 14	@ 15	13	@ 15
Good carcass	@ 12	@ 13	11	@ 12
Good saddles	@ 15	@ 17	14	@ 16
Good racks	@ 11	@ 12	10	@ 11
Medium racks	@ 8	@ 9	@ 9	@ 10

Veal Products

Brains, each	@ 11 1/2	@ 12	
Sweetbreads	@ 38	@ 40	
Calf livers	@ 50	@ 50	

Lamb

Choice lambs	@ 20	@ 17	
Medium lambs	@ 19	@ 16	
Choice saddles	@ 24	@ 20	
Medium saddles	@ 22	@ 18	
Choice fores	@ 14 1/2	@ 11	
Medium fores	@ 15	@ 13	
Lamb fries, per lb.	@ 30	@ 25	
Lamb tongues, per lb.	@ 15	@ 15	
Lamb kidneys, per lb.	@ 20	@ 20	

Mutton

Heavy sheep	@ 9 1/2	@ 6	
Light sheep	@ 13	@ 9	
Heavy saddles	@ 17	@ 9	
Light saddles	@ 15	@ 11	
Heavy fores	@ 7	@ 6	
Light fores	@ 12	@ 9	
Mutton legs	@ 18	@ 13	
Mutton loins	@ 12	@ 8	
Mutton stew	@ 7	@ 5	
Sheep tongues, per lb.	@ 12 1/2	@ 12 1/2	
Sheep heads, each	@ 10	@ 11	

Fresh Pork and Pork Products

Pork loins, 8@10 lbs. av.	@ 21	20 1/2	@ 21
Picnics	@ 14	@ 15	
Skinned shoulders	@ 16	@ 16 1/2	
Tenderloins	@ 32	@ 32	
Spare ribs	@ 13 1/2	@ 12 1/2	
Back fat	@ 13	@ 11	
Boston butts	@ 20	@ 19	
Boneless butts, cellar			
trim, 2@4	@ 25	@ 24	
Hocks	@ 11	@ 11	
Tails	@ 10	@ 10	
Neck bones	@ 4 1/2	@ 4 1/2	
Slip bones	@ 13	@ 13	
Blade bones	@ 12	@ 12 1/2	
Pigs' feet	@ 5	@ 5	
Kidneys, per lb.	@ 8	@ 8	
Livers	@ 9 1/2	@ 9 1/2	
Brains	@ 8	@ 8	
Ears	@ 6	@ 6 1/2	
Snouts	@ 7	@ 7	
Heads	@ 8	@ 8	
Chitterlings	@ 5 1/2	@ 5 1/2	

DRY SALT MEATS

Clear bellies, 14@16 lbs.	@ 16 1/2	
Clear bellies, 18@20 lbs.	@ 16 1/2	
Rib bellies, 25@30 lbs.	@ 16 1/2	
Fat backs, 10@12 lbs.	@ 12 1/2	
Fat backs, 14@16 lbs.	@ 13 1/2	
Regular plates	@ 12	
Jowl butts	@ 10 1/2	

WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs., parchment	23 1/2	@ 24 1/2
Fancy sld. hams, 14@16 lbs., parchment	24 1/2	@ 25 1/2
Standard reg. hams, 14@16 lbs., plain	21 1/2	@ 22 1/2
Picnics, 4@8 lbs., short shank, plain	16 1/2	@ 17 1/2
Picnics, 4@8 lbs., long shank, plain	15 1/2	@ 16 1/2
Fancy bacon, 6@8 lbs., parchment paper	27	@ 28
Standard bacon, 6@8 lbs., plain	24 1/2	@ 25 1/2
No. 1 beef ham sets, smoked		
Insides, 8@12 lbs.	29	@ 30
Outsides, 5@9 lbs.	28	@ 27
Knuckles, 5@9 lbs.	26	@ 27
Cooked hams, choice, skin on, fattened		
Cooked hams, choice, skinless, fattened		
Cooked picnics, skin on, fattened		
Cooked picnics, skinned, fattened		

BARRELED PORK AND BEEF

Meat pork, regular	@ 30.50	
Family back pork, 24 to 34 pieces	@ 29.00	
Family back pork, 35 to 45 pieces	@ 29.00	
Clear back pork, 40 to 50 pieces	@ 29.50	
Clear plate pork, 25 to 35 pieces	@ 24.00	
Bean pork	@ 26.00	
Brisket pork	@ 30.00	
Plate beef	@ 20.50	
Extra plate beef, 200-lb. bbls.	@ 21.00	

VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	\$21.00	
Lamb tongue, short cut, 200-lb. bbl.	\$1.80	
Regular tripe, 200-lb. bbl.	\$1.50	
Honeycomb tripe, 200-lb. bbl.	\$2.50	
Pocket honeycomb tripe, 200-lb. bbl.	\$2.00	

LARD

Prime steam, cash, Bd. Trade	\$ 12.37 1/2	
Prime steam, loose, Bd. Trade	\$ 11.67 1/2	
Refined lard, tierces, f.o.b. Chgo.	@ .12 1/2	
Kettle rendered, tierces, f.o.b. Chgo.	@ .13 1/2	
Leaf, kettle rendered, tierces, f.o.b. Chicago	@ .14	
Neutral, in tierces, f.o.b. Chicago	@ .14	
Compound, veg., tierces, c.a.f.	@ .13 1/2	

OLEO OIL AND STEARINE

Extra oleo oil	12 1/2	@ 12 1/2
Prime No. 2 oleo oil	12 1/2	@ 12 1/2
Prime oleo stearine, edible	10 1/2	@ 10 1/2

VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b.		
Valley points, prompt	10	@ 10 1/2
White deodorized, in bbls., f.o.b. Chgo.	12	@ 12 1/2
Yellow, deodorized	12	@ 12 1/2
Soap stock, 50% f.f.a. f.o.b. mills	2 1/2	@ 3
Soya bean oil, f.o.b. mills	9 1/2	@ 10
Corn oil, in tanks, f.o.b. mills	10 1/2	@ 10 1/2
Cocanut oil, sellers' tanks, f.o.b. coast	8	@ 8 1/2
Refined in bbls., f.o.b. Chicago	14 1/2	nom.

OLEOMARGARINE

(F. O. B. CHICAGO.)		
White domestic vegetable margarine	@ 16 1/2	
White animal fat margarine, in 1 lb. cartons, rolls or prints	@ 16 1/2	
Nut, 1-lb. cartons	@ 15	
Puff paste (water churned)	@ 15	
(milk churned)	@ 16 1/2	

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@ 27
Country style sausage, fresh in link	@ 28 1/2
Country style sausage, fresh in bulk	@ 20 1/2
Country style sausage, smoked	@ 25 1/2
Frankfurters, in sheep casings	@ 23 1/2
Frankfurters, in hog casings	@ 21 1/2
Bologna in beef bungs, choice	@ 17 1/2
Bologna in beef middles, choice	@ 18 1/2
Liver sausage in beef rounds	@ 15 1/2
Liver sausage in hog bungs	@ 18
Smoked liver sausage in hog bungs	@ 19
Head cheese	@ 17 1/2
New England luncheon specialty	@ 23
Minced luncheon specialty, choice	@ 19
Tongue sausage	@ 28
Blood sausage	@ 17
Souse	@ 18 1/2
Polish sausage	@ 22 1/2

DRY SAUSAGE

Cervelat, choice, in hog bungs	@ 40
Thuringer cervelat	@ 21
Small tins, 2 to crate	@ 21
Holsteiner	@ 25
B. O. Salami, choice	@ 35
Milano Salami, choice in hog bungs	@ 37
B. O. Salami, new condition	@ 21
Frisses, choice, in hog middles	@ 28
Genoa style salami, choice	@ 44
Pepperoni	@ 32
Mortadella, new condition	@ 19 1/2
Capicola	@ 48
Italian style hams	@ 37
Virginia hams	@ 45

SAUSAGE IN OIL

Bologna style sausage, in beef rounds—		
Small tins, 2 to crate	\$5.75	
Frankfurt style sausage, in sheep casings—		
Small tins, 2 to crate	\$7.50	
Smoked link sausage, in hog casings—		
Small tins, 2 to crate	\$6.75	

SAUSAGE MATERIALS

(F. O. B. CHICAGO.)

Regular pork trimmings	11 1/2	@ 12
Special lean pork trimmings	@ 17	
Extra lean pork trimmings	18 1/2	@ 19
Pork cheek meat	11 1/2	@ 11 1/2
Pork hearts	@ 7	
Pork livers	@ 7	
Native boneless bull meat (heavy)	@ 12	
Shank meat	@ 10 1/2	
Boneless chucks	11	@ 11 1/2
Beef trimmings	10	@ 10 1/2
Beef cheeks (trimmed)	@ 8 1/2	
Dressed canners, 350 lbs. and up	@ 8 1/2	
Dressed cutter cows, 400 lbs. and up	@ 9 1/2	
Dr. bologna bulls, 600 lbs. and up	@ 9 1/2	
Pork tongues, canner trim, S. F.	13	@ 13 1/2

CURING MATERIALS

Nitrite of soda (Chgo. w'hee stock):		
In 425-lb. bbls., delivered	\$ 9.00	
Saltpeter, less than ton lots:		
Dbl. refined granulated	6.40	
Small crystals	7.40	
Medium crystals	7.75	
Large crystals	8.15	
Dbl. refd. gran. nitrate of soda	3.50	
Salt, per ton, in minimum car of 80,000 lbs. only, f.o.b. Chicago:		
Granulated	6.80	
Medium, undried	9.30	
Medium, dried	9.80	
Rock	6.60	
Sugar—		
Raw, 96 basis, f.o.b. New Orleans	@ 3.48	
Second sugar, 90 basis	None	
Standard gran., f.o.b. refiners (2%)	@ 4.80	
Packers' curing sugar, 100 lb. bags	@ 4.20	
Packers' curing sugar, 250 lb. bags	@ 4.20	
f.o.b. Reserve, La., less 2%	@ 4.20	
Dextrose, in car lots, per cwt.	@ 4.01	

(Continued on page 51.)

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**Build Your Dry
Sausage Business with
an Established Brand**



**Circle U Brand
Dry
Sausage**

Omaha Packing Company, Chicago, Ill.

Chicago Markets

(Continued from page 49.)

SPICES

(Basis Chicago, original bbls., bags or bales.)

	Whole.	Ground.
	Per lb.	Per lb.
Allspice, Prime	17	18 1/2
Resifted	17 1/2	18 1/2
Chili Pepper, Fancy	22	23 1/2
Chili Powder, Fancy	22	23 1/2
Cloves, Amboyna	24	28
Madagascar	20	23
Zanzibar	19 1/2	22 1/2
Glazer, Jamaica	17	19 1/2
African	18	19 1/2
Mace, Fancy Banda	68	73
East India	63	68
E. I. & W. I. Blend	62	67
Mustard Flour, Fancy	22 1/2	23 1/2
No. 1	25	26
Nutmeg, Fancy Banda	20 1/2	21 1/2
East India	19	20 1/2
E. I. & W. I. Blend	19	20 1/2
Paprika, Extra Fancy	26 1/2	27 1/2
Fancy	26 1/2	27 1/2
Hungarian	24	25 1/2
Peppia Sweet Red Pepper	28 1/2	29 1/2
Pimexco (220-lb. bbls.)	28 1/2	29 1/2
Pepper, Cayenne	23	24
Red Pepper, No. 1	17	18
Pepper, Black Aleppo	10 1/2	11 1/2
Black Lampong	7 1/2	8 1/2
Black Tellicherry	11	12 1/2
White Java Muntok	12	13 1/2
White Singapore	11 1/2	12 1/2
White Packers	12 1/2	13 1/2

SEEDS AND HERBS

	Whole.	Ground for Sausage.
Caraway Seed	10	12
Celery Seed, French	24	28
Cominos Seed	10 1/2	13
Coriander Morocco Bleached	8	9 1/2
Coriander Morocco Natural No. 1	7	8 1/2
Mustard Seed, Cal. Yellow	9	11
American	9	10
Marjoram, French	20	24
Oregano	17	20
Sage, Dalmatian Fancy	9	10 1/2
Dalmatian No. 1, Fancy	8 1/2	10

SAUSAGE CASINGS

(F. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack	@.16
Domestic rounds, 140 pack	@.20
Export rounds, wide	@.38
Export rounds, medium	@.25
Export rounds, narrow	@.35
No. 1 weasands	@.05
No. 2 weasands	@.08 1/2
No. 1 bungs	@.18
No. 2 bungs	@.10
Middles, select, wide, 2 1/2 in.	@.30
Middles, select, extra wide, 2 1/2 in. and over	@.40
Middles, select, extra wide, 2 1/2 in. and over	@.50
Dried bladders:	
12-15 in. wide, flat	.75
10-12 in. wide, flat	.60
8-10 in. wide, flat	.50
6-8 in. wide, flat	.30
Hog casings:	
Narrow, per 100 yds.	2.45
Narrow, special, per 100 yds.	2.35
Medium, regular	2.15
Wide, per 100 yds.	1.40
Extra wide, per 100 yds.	1.00
Export bungs	.28
Large prime bungs	.19
Medium prime bungs	.14
Small prime bungs	.09 1/2
Middles, per set.	.18
Stomachs	.08

NEW YORK MARKET PRICES

LIVE CATTLE

Steers, choice, 1265 lbs.	\$ 12.25
Steers, good to medium, 1208 lbs.	@ 11.25
Steers, medium	9.25 @ 10.75
Cows, good	7.25 @ 7.35
Cows, common and medium	6.00 @ 7.00
Cows, low cutter and cutter	4.50 @ 6.00
Bulls, good	@ 6.75

LIVE CALVES

Vealers, choice	\$11.50 @ 13.00
Vealers, common and medium	9.00 @ 11.00
Calves, medium	5.50 @ 9.00

LIVE LAMBS

Lambs, good	\$ @ 13.25
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LIVE HOGS

Hogs, good to choice, 160-210 lbs.	\$ @ 10.50
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DRESSED BEEF

City Dressed.

Choice, native, heavy	.21 @ 23
Choice, native, light	.20 @ 22
Native, common to fair	.17 1/2 @ 19 1/2

Western Dressed Beef.

Native steers, 600 @ 800 lbs.	.19 @ 20
Native choice yearlings, 440 @ 600 lbs.	.19 1/2 @ 21
Good to choice heifers	.17 @ 18
Good to choice cows	.15 @ 16
Common to fair cows	.12 @ 13
Fresh bologna bulls	.11 @ 12

BEEF CUTS

	Western	City
No. 1 ribs	.25 @ 27	.26 @ 28
No. 2 ribs	.22 @ 24	.24 @ 25
No. 3 ribs	.19 @ 21	.21 @ 23
No. 1 loins	.40 @ 42	.44 @ 46
No. 2 loins	.34 @ 36	.38 @ 40
No. 3 loins	.28 @ 30	.32 @ 34
No. 1 hinds and ribs	.23 @ 25	.24 @ 27
No. 2 hinds and ribs	.20 @ 22	.20 @ 23
No. 1 rounds	.17 @ 18	.17 @ 18
No. 2 rounds	.16 @ 17	.16 @ 17
No. 3 rounds	.15 @ 16	.15 @ 16
No. 1 chucks	.17 @ 17	.17 @ 17
No. 2 chucks	.16 @ 16	.16 @ 16
No. 3 chucks	.15 @ 15	.15 @ 15
Bolognas	.11 1/2 @ 12 1/2	.11 1/2 @ 12 1/2
Rolls, reg. 6 @ 8 lbs. av.	.23 @ 25	.23 @ 25
Rolls, reg. 4 @ 6 lbs. av.	.18 @ 20	.18 @ 20
Tenderloins, 4 @ 6 lbs. av.	.50 @ 60	.50 @ 60
Tenderloins, 5 @ 6 lbs. av.	.50 @ 60	.50 @ 60
Shoulder clods	.12 @ 14	.12 @ 14

DRESSED VEAL

Good	.15 @ 16
Medium	.14 @ 15
Common	.13 @ 14

DRESSED SHEEP AND LAMBS

Lambs, prime to choice	.22 @ 23
Lambs, good	.20 @ 22
Lambs, medium	.19 @ 20
Sheep, good	.13 @ 14
Sheep, medium	.10 @ 13

DRESSED HOGS

Hogs, good and choice (90-140 lbs.)	\$15.00 @ 15.50
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FRESH PORK CUTS

Pork loins, fresh, Western, 10 @ 12 lbs.	@ 23
Pork tenderloins, fresh	@ 34
Pork tenderloins, frozen	@ 32
Shoulders, Western, 10 @ 12 lbs. av.	@ 18
Butts, boneless, Western	@ 22
Butts, regular, Western	@ 21
Hams, Western, fresh, 10 @ 12 lbs. av.	@ 23
Picnic hams, West. fresh, 6 @ 8 lbs. av.	@ 17
Pork trimmings, extra lean	.18 @ 19
Pork trimmings, regular 50% lean	@ 15
Spareribs	@ 15

SMOKED MEATS

Regular hams, 8 @ 10 lbs. av.	.24 @ 25
Regular hams, 10 @ 12 lbs. av.	.24 @ 25
Regular hams, 12 @ 14 lbs. av.	.24 @ 25
Skinned hams, 10 @ 12 lbs. av.	.25 @ 26
Skinned hams, 12 @ 14 lbs. av.	.25 @ 26
Skinned hams, 16 @ 18 lbs. av.	.26 1/2 @ 27 1/2
Skinned hams, 18 @ 20 lbs. av.	.25 @ 26
Picnics, 4 @ 6 lbs. av.	.18 @ 19
Picnics, 6 @ 8 lbs. av.	.18 @ 19
City pickled bellies, 8 @ 12 lbs. av.	.22 @ 24
Bacon, boneless, Western	.27 @ 28
Bacon, boneless, city	.27 @ 28
Rollettes, 8 @ 10 lbs. av.	.21 @ 22
Beef tongue, light	.21 @ 22
Beef tongue, heavy	.23 @ 24

FANCY MEATS

Fresh steer tongues, untrimmed	16c a pound
Fresh steer tongues, l. c. trimmed	28c a pound
Sweetbreads, beef	35c a pound
Sweetbreads, veal	70c a pair
Beef kidneys	12c a pound
Mutton kidneys	4c each
Livers, beef	29c a pound
Oxtails	18c a pound
Beef hanging tenders	25c a pound
Lamb fries	12c a pair

BUTCHERS' FAT

Shop fat	@ 4.00 per cwt.
Breast fat	@ 4.75 per cwt.
Edible suet	@ 6.50 per cwt.
Inedible suet	@ 6.25 per cwt.

GREEN CALFSKINS

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 Veals	.27	2.95	3.15	3.20	3.65
Prime No. 2 Veals	.26	2.75	2.95	3.00	3.35
Buttermilk No. 1	.24	2.65	2.85	2.90	
Buttermilk No. 2	.23	2.50	2.70	2.75	
Branded Grubby	.18	1.45	1.60	1.65	1.90
Number 3	.13	1.45	1.60	1.65	1.90

BONES AND HOOFES

	Per ton.
Round shins, heavy	\$75.00
Flat shins, heavy	65.00
Thighs, light	60.00
Thighs, blades and buttocks	55.00
White hoofs	50.00
Black and striped hoofs	40.00

COOPERAGE

(Prices at Chicago.)

Ash pork barrels, black hoops	\$1.47 1/2 @ 1.50
Ash pork barrels, galv. hoops	1.55 @ 1.57 1/2
Oak pork barrels, black hoops	1.37 1/2 @ 1.40
Oak pork barrels, galv. hoops	1.45 @ 1.47 1/2
White oak ham tierces	2.32 1/2 @ 2.35
Red oak lard tierces	2.07 1/2 @ 2.10
White oak lard tierces	2.17 1/2 @ 2.20

Susie Sausage says:-



Those New Zealand sheep are wonderful! I tell you, boys, it's real natural casings that keep me juicy and full of flavor!

* Tenderized to make good eating.

S. OPPENHEIMER & Co., INC.

610 Root Street
Chicago

105 Hudson Street
New York

Classified ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Men Wanted

Packinghouse Manager

Wanted, packinghouse manager on profit sharing basis. Must be well acquainted with eastern trade and produce sales at a profit. W-670, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Dog Food Man

Wanted, man with considerable experience with successful dog food manufacturers. Must be familiar with formulas, costs, and all operations in the preparation of canned dog food. W-704, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Position Wanted

Sausage Foreman

Available immediately, A-1 sausagemaker. Can make all standard brands of fresh and dry sausage. Will go anywhere. Now in Chicago. W-706, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Want Western Accounts

Reliable broker desires accounts of several Western packers. Carlots or pool car shipments. Beef, veal, lamb, pork and provisions for metropolitan Boston district. Have fine clientele; jobbers, large retail markets. Can furnish best references. Correspondence invited. W-703, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Salesman

Twenty years' experience in sales and car route work, specializing in pork and provisions. Successful in handling men and developing sales. Prefer small Eastern packer. W-702, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Hog Killing and Cutting Foreman

Now available, practical foreman with knowledge of all operations. Can figure yields, make tests and obtain maximum yields. Higher accountancy education, 18 years' experience with large and small packers. 10 years as general foreman. Age 39. W-708, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Packinghouse Man

Experienced packinghouse man knows business thoroughly, hog killing, cutting, curing, smoking and sausage manufacture; also beef and small stock. Would like to associate with progressive company. Proven record and first-class references. W-707, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Working Sausage Foreman

A-1 sausagemaker wants position as working foreman. Would consider chopper or smokehouse, or boiled ham department. Prefer South. Can give good references. Wm. H. Amerson, P. O. Box 39, Havana, Fla.

Position Wanted

Supt. or Asst. to Owner

Many years' practical experience. Hog killing and cutting, curing, smoked meats, sausage manufacturing; beef, sheep, calf killing, tank room. Relieve owner of all detail. Can furnish evidence of successful record. A-1 references. Will go anywhere. W-687, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausagemaker

German, middle aged, 20 years experience making high-grade standard sausage, loaves, specialties seeks position. Can work up packinghouse products into standard saleable sausage, handle help, and keep expenses down. Now employed. Want west coast connection, preferably California. W-694, THE NATIONAL PROVISIONER, 1031 S. Broadway, Los Angeles, Calif.

Working Sausage Foreman

Position wanted by expert sausagemaker, German, with several years' experience. My varied experience in both large and small plants and under different atmospheric conditions enables me to give you sound advice and run your sausage department profitably. Give me a trial. Location immaterial. W-693, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Business Opportunities

Dry Rendering Plant

For sale, dry rendering plant in northern Iowa. Excellent business. FS-701, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Complete Sausage Kitchen

Long lease offered at lowest rental in New York City. Now operating profitably. Completely equipped to handle 20 to 30,000 lbs. per week. A real buy. FS-699, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Sausage Factory

For sale, sausage factory in Cleveland, Ohio vicinity. Fully equipped; capacity 20,000 lbs., now making 7,000 to 10,000 lbs. weekly. Low overhead. FS-688, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Meat Packing Plant

For sale, meat packing plant, fully equipped to slaughter and process Hogs, Cattle, Calves, etc. Old established business. Products with high-grade quality reputation. Four and one-half story brick building with cellar; 50,000 sq. ft. floor space. All located on tract 680x150 ft. in center of the City, fronting on Lehigh Valley Railroad. Also C.R.R. of New Jersey. Eleven coolers. Rendering Plant. Centrally located to serve large area, well populated. Inexhaustible supply of approved artesian well water. For further particulars, address JOSEPH OBERT COMPANY, INC. Leighton, Pa.

Equipment for Sale

Silent Cutter

For sale, 32-in. "Buffalo" silent cutter direct-connected to 10-H. P., 220-volt, 60-cycle, 3-phase motor. Good condition. Oscar Mayer & Co., Madison, Wis.

Dry Melter and Press

For sale, 4 ft. x 7 ft. "Boss" dry melter complete with motor and silent chain drive. Also 24 in. x 30 in. cracking press. FS-705, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Used Packinghouse Equipment

For sale, 24-ton Frick ice machine with steam engine, Brownell boiler, Gem City boiler, Permutt water softener, cattle scale, track scales, pumps, lard cooking tank, blowers, tallow tanks, other items. For list and full particulars write to Geo. H. Alten, P. O. Box 426, Lancaster, Ohio.

Ice Machine

For sale, one 40-ton York ice machine. A-1 condition. Corliss engine. Price \$800. FS-681, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Used Equipment for Sale

Two 4 ft. x 9 ft. Mechanical Mfg. Co. Lard Rolls; one Albright-Nell 2 1/2 ft. x 5 ft. Jacketed Dryer; 3 Bartlett & Snow Jacketed Digesters or Tankage Dryers; 2 No. 1 Anderson Oil Expellers; 2 Anderson RB Expellers; one 24 in. x 20 in. Type "B" Jeffrey Hammer Mill; one 24 in. x 16 in. Gruendler hammer mill; 2 Jay-Bee Hammer Mills, No. 2, No. 3, for Cracklings; Two Mechanical Mfg. Co. Double Arm Meat Mixers; 1 Hottmann Twin Screw Cutter and Mixer; 1 Buffalo No. 23 Silent Cutter; 1 No. 41 Enterprise Meat Chopper; 1 Boss No. 166 meat chopper. Miscellaneous: Cutters, Grinders, Melters, Cookers, Rendering Tanks, Hydraulic Presses; Kettles, Pumps, etc. What have you for sale? Send us a list.

CONSOLIDATED PRODUCTS COMPANY
14-19 Park Row, New York, N. Y.
Shops and Plant:
331 Doremus Ave., Newark, N. J.

Equipment Wanted

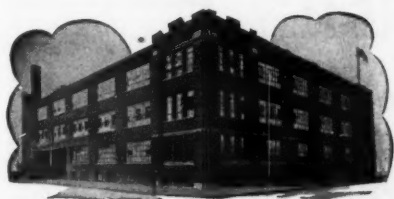
Ice Box

Wanted, ice box about 10 ft. x 14 ft. Write exact dimensions, insulation, condition, price, etc. W-700, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Tankage Dryer Wanted

Private party wants used steam jacketed, agitated tankage dryer. State make, dimensions, whether horizontally or vertically agitated, capacity, condition, age and where can be seen. Interstate Grain Co., Box 36, Warrensville, O.

Hog, Sheep, Beef Casings
Certified Casing Color



Shurstitch Sewed Casings
Special Hereford Flour

INDEPENDENT CASING COMPANY

1335 West Forty-Seventh Street, Chicago, Illinois

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"The Skins You Love to Stuff"

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Importers Boston, Mass.

Sayer & Company INC.

356 W. 11th St. New York City

SAUSAGE CASINGS

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Selected Sausage Casings

Attention

For YOUR Pork Sausage Use
OUR Graded SHEEP CASINGS

MAY CASING COMPANY, INC.
FORMERLY M. J. SALZMAN CO., INC.
619 West 24th Place, Chicago, Ill.

To Sell Your Hog Casings in Great Britain

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Cable address EFFSEACO, London
Largest Buyers of Hog Casings in
Great Britain
Your Offers Solicited

FRANK A. JAMES

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Cable Address: - - - JAMMETHO SMITH, London

We are large Buyers all the year
round of all grades of Hog Casings

Cable Offers: - - C. I. F. LONDON

HARRY LEVI & COMPANY, INC.

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SAUSAGE CASINGS

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THE CUDAHY PACKING CO.

Importers and Exporters of

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221 North La Salle Street Chicago, U. S. A.

Phone Gramercy 5-3665

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Importers and Exporters of
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Selected Hog and Sheep Casings a Specialty
Ave. A, cor. 20th St. New York, N. Y.

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The companies listed here that make equipment improve its efficiency at least 5% a year. The net gain offered you is 50% in five years because even with the best of care your present equipment depreciates about 5% a year. The makers of supplies are constantly improving them and devising new applications which make for an equal operating and sales improvement. Those that furnish services employ the newest equipment and latest methods, enabling them to quote you rates offering similar advantages. Watch these firms' advertising!

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**TO LAST
A LIFETIME**

The new ANCO Retainers are made of heavy gauge Stainless Steel. The longer this material is used, the more polished it becomes, and at no time is there any danger of having "spotted" hams.

The ANCO Patented Covers which have met with so much favor during the past years are a feature of these new and heavier Retainers. The Torsion Springs in these covers assure an even pressure throughout every step of the cooking process.

The users of ANCO Ham Retainers have taken their boiled hams and lunch loaves out of the ordinary class because ANCO Retainers make better shaped hams and the close fitting covers retain the juices and assure perfect binding so that when sliced they will not fall apart.

Write for latest price list today

THE ALLBRIGHT-NELL CO.

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New York, N. Y.

5323 S. Western Boulevard,
Chicago, Ill.

Western Office
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San Francisco, Calif.

PRIDE WASHING POWDER BUILDS *Vigorous* Suds

Particularly effective against packinghouse greases and stains is Pride Washing Powder. It is high in cleaning energy . . . Works equally well on metal, wood, stone, tile, brick or porcelain surfaces. Pride Washing Powder suds . . . hard-working, long-lasting, soapy . . . reduce the non-productive clean-up hours to a minimum. Pride is checked in our chemical laboratory. Tested in our own plant . . . Packed in 200-lb. barrels; 125-kegs; 25-lb. pails. No matter where your plant is located, there is a Swift agent near you.

SWIFT & COMPANY

Industrial Soap Department



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